

Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited condensed consolidated financial information for the six months ended 30 September 2011

IFRS - Rand





Investec Limited silo financial information (excluding the results of Investec plc)

Overview of results

Unaudited

	30 Sept 2011	30 Sept 2010	% change	31 March 2011
Operating income (R'million)	4,354	4,039	7.8%	8,556
Operating expenses (R'million)	2,685	2,438	10.1%	5,251
Operating profit before taxation and headline adjustments (R'million)	1,661	1,570	5.8%	3,228
Headline earnings attributable to ordinary shareholders (R'million)	1,150	1,026	12.1%	2,124
Cost to income ratio	57.1%	55.2%		55.8%
Total capital resources (including subordinated liabilities) (R'million)	29,339	26,497	10.7%	27,648
Total equity (R'million)	21,618	19,631	10.1%	20,782
Total assets (R'million)	342,990	293,860	16.7%	307,475
Net core loans and advances (R'million)	124,349	119,407	4.1%	120,784
Customer accounts (deposits) (R'million)	172,079	150,954	14.0%	154,504
Cash and near cash balances (R'million)	62,186	56,332	10.4%	52,591
Funds under management (R'million)	458,270	425,777	7.6%	464,348
Capital adequacy ratio	15.7%	16.2%		15.9%
Tier 1 ratio	12.0%	12.1%		11.9%
Default loans (net of impairments) as a % of net core loans and advances	3.22%	3.74%		3.97%
Net defaults (after collateral and impairments) as a % of net core loans and advances	-	-	-	-
Annualised credit loss ratio (i.e. income statement charge as a % of average loans and advances)	0.56%	0.62%	(9.7%)	0.71%
Total gearing/leverage ratio (i.e. total assets excluding assurance assets to equity)	12.4x			11.5x
Core loans (excluding own originated securitised assets) as a % of customer deposits	68.6%	74.5%		74.1%



Investec Limited silo financial information (excluding the results of Investec plc)

Consolidated income statement

Unaudited

R'million	6 months to 30 Sept 2011	6 months to 30 Sept 2010	Year to 31 March 2011
Interest income	8,006	7,991	15,257
Interest expense	(5,845)	(6,148)	(11,481)
Net interest income	2,161	1,843	3,776
Fee and commission income	2,112	1,645	3,711
Fee and commission expense	(35)	(66)	(84)
Principal transactions	465	985	1,825
Operating loss from associates	-	(17)	(17)
Investment income on assurance activities	139	201	720
Premiums and reinsurance recoveries on insurance contracts	50	56	68
Other operating income	2	1	59
Other income	2,733	2,805	6,282
Claims on reinsurance premiums on insurance business	(189)	(232)	(642)
Total operating income before impairment losses on loans and advances	4,705	4,416	9,416
Impairment losses on loans and advances	(351)	(377)	(860)
Operating income	4,354	4,039	8,556
Operating costs	(2,685)	(2,438)	(5,251)
Operating profit before goodwill	1,669	1,601	3,305
Impairment of goodwill	(8)	(31)	(77)
Profit before taxation	1,661	1,570	3,228
Taxation	(327)	(328)	(541)
Profit after taxation	1,334	1,242	2,687
(Income)/losses attributable to non-controlling interests	(3)	(2)	1
Earnings attributable to shareholders	1,331	1,240	2,688

Summarised consolidated statement of comprehensive income

R'million	6 months to 30 Sept 2011	6 months to 30 Sept 2010	Year to 31 March 2011
Profit after taxation	1,334	1,242	2,687
Cash flow hedge movements taken directly to other comprehensive income*	(335)	(4)	82
Fair value movements on available-for-sale assets taken directly to other comprehensive income*	(25)	3	30
Foreign currency adjustments on translating foreign operations	377	(100)	(141)
Total comprehensive income	1,351	1,141	2,658
Total comprehensive income/(loss) attributable to non-controlling interests	3	2	(1)
Total comprehensive income attributable to ordinary shareholders	1,348	1,139	2,659
Total comprehensive income	1,351	1,141	2,658

*Net of taxation of (R140 million) [Six months to 30 Sept 2010: (R1 million); year to 31 March 2011: R41 million]

R'million	6 months to 30 Sept 2011	6 months to 30 Sept 2010	Year to 31 March 2011
Calculation of headline earnings			
Earnings attributable to shareholders	1,331	1,240	2,688
Dividends paid to perpetual preference shareholders	(144)	(163)	(320)
Earnings attributable to ordinary shareholders	1,187	1,077	2,368
Headline adjustments:			
Goodwill impairment	(37)	(51)	(244)
Revaluation of investment properties, net of taxation	08 January 1900	31	77
Impairment of associate	(45)	(107)	(346)
	-	25	25
Headline earnings attributable to ordinary shareholders	1,150	1,026	2,124



Investec Limited silo financial information (excluding the results of Investec plc)

Consolidated balance sheet

Unaudited

R'million	30 Sept 2011	31 March 2011	30 Sept 2010*
Assets			
Cash and balances at central banks	6,932	6,813	3,770
Loans and advances to banks	14,087	6,132	10,631
Cash equivalent advances to customers	5,025	5,829	5,805
Reverse repurchase agreements and cash collateral on securities borrowed	8,578	11,615	4,428
Trading securities	54,348	48,611	54,596
Derivative financial instruments	18,920	11,489	11,303
Investment securities	21,857	13,924	6,940
Loans and advances to customers	118,734	115,234	113,731
Securitised assets	8,319	8,286	9,155
Interests in associated undertakings	89	135	128
Deferred taxation assets	399	404	391
Other assets	6,077	4,915	5,244
Property and equipment	523	467	197
Investment properties	4,477	4,127	3,571
Goodwill	195	203	249
Intangible assets	112	111	102
	268,672	238,295	230,241
Other financial instruments at fair value through profit or loss in respect of:			
- Liabilities to customers	74,318	69,180	63,589
- Assets related to reinsurance contracts	-	-	30
	342,990	307,475	293,860
Liabilities			
Deposits by banks	9,399	10,956	11,846
Derivative financial instruments	18,224	10,495	10,383
Other trading liabilities	3,560	3,417	3,303
Repurchase agreements and cash collateral on securities lent	15,635	10,733	6,202
Customer accounts (deposits)	172,079	154,504	150,954
Debt securities in issue	5,598	5,142	5,623
Liabilities arising on securitisation	7,121	7,553	7,690
Current taxation liabilities	1,754	1,634	1,153
Deferred taxation liabilities	923	823	1,134
Other liabilities	5,040	5,390	5,456
	239,333	210,647	203,744
Liabilities to customers under investment contracts	74,290	69,152	63,537
Insurance liabilities, including unit-linked liabilities	28	28	52
Reinsured liabilities	-	-	30
	313,651	279,827	267,363
Subordinated liabilities	7,721	6,866	6,866
	321,372	286,693	274,229
Equity			
Ordinary share capital	1	1	1
Share premium	9,352	9,184	9,185
Treasury shares	(849)	(807)	(942)
Other reserves	(65)	(111)	(184)
Retained income	11,633	10,971	10,021
Shareholders' equity excluding non-controlling interests	20,072	19,238	18,081
Non-controlling interests	1,546	1,544	1,550
- Perpetual preferred securities issued by subsidiaries	1,534	1,534	1,535
- Non-controlling interests in partially held subsidiaries	12	10	15
Total shareholders' equity	21,618	20,782	19,631
Total liabilities and equity	342,990	307,475	293,860

* The group had previously included cumulative redeemable preference shares as a component of other liabilities. The presentation has been amended to include the cumulative redeemable preference shares as a component of debt securities in issue. This change in presentation has no impact on overall equity, assets and liabilities



Investec Limited silo financial information (excluding the results of Investec plc)

Condensed consolidated statement of changes in equity

Unaudited

R'million	6 months to 30 Sept 2011	6 months to 30 Sept 2010	Year to 31 March 2011
Balance at the beginning of the period	20,782	18,591	18,591
Profit after taxation	1,334	1,242	2,687
Cash flow hedge movements taken directly to other comprehensive income	(335)	(4)	82
Fair value movements on available-for-sale assets taken directly to other comprehensive income	(25)	3	30
Foreign currency adjustments on translating foreign operations	377	(100)	(141)
Total comprehensive income	1,351	1,141	2,658
Issue of ordinary shares	168	169	169
Issue of perpetual preference shares	-	117	116
Issue of perpetual preference shares by subsidiaries	-	17	16
Movement of treasury shares	(197)	-	(15)
Share based payments adjustments	227	192	435
Movements in non-controlling interests due to acquisitions and disposals	1	-	-
Dividends paid to ordinary shareholders	(568)	(431)	(864)
Dividends paid to perpetual preference shareholders	(144)	(163)	(320)
Dividends paid to non-controlling interests	(2)	(2)	(4)
Balance at the end of the period	21,618	19,631	20,782



Investec Limited silo financial information (excluding the results of Investec plc)

Segmental information - business analysis

Unaudited

For the six months to 30 September 2011

R'million	Asset Management	Wealth and Investment	Property Activities	Private Banking	Investment Banking	Capital Markets	Group Services and Other Activities	Total
Net interest income	27	8	(1)	1,112	56	697	262	2,161
Fee and commission income	931	317	80	200	159	343	82	2,112
Fee and commission expense	-	(8)	-	(11)	9	(16)	(9)	(35)
Principal transactions	-	4	129	(19)	37	298	16	465
Operating loss from associates	-	-	-	-	-	-	-	-
Investment income on assurance activities	-	-	-	-	-	-	139	139
Premiums and reinsurance recoveries on insurance contracts	-	-	-	-	-	-	50	50
Other operating income	8	-	(1)	-	-	-	(5)	2
Other income	939	313	208	170	205	625	273	2,733
Claims on reinsurance premiums on insurance business	-	-	-	-	-	-	(189)	(189)
Total operating income before impairment losses on loans and advances	966	321	207	1,282	261	1,322	346	4,705
Impairment losses on loans and advances	-	-	-	(384)	16	(93)	110	(351)
Operating income	966	321	207	898	277	1,229	456	4,354
Operating costs	(546)	(224)	(83)	(726)	(202)	(608)	(296)	(2,685)
Operating profit before goodwill	420	97	124	172	75	621	160	1,669
Impairment of goodwill	(8)	-	-	-	-	-	-	(8)
Profit before taxation	412	97	124	172	75	621	160	1,661
Cost to income ratio	56.5%	69.8%	40.1%	56.6%	77.4%	46.0%	85.5%	57.1%
Total assets	1,782	7,819	3,665	96,085	7,269	142,986	83,384	342,990

For the six months to 30 September 2010

R'million	Asset Management	Wealth and Investment	Property Activities	Private Banking	Investment Banking	Capital Markets	Group Services and Other Activities	Total
Net interest income	16	11	(51)	971	5	531	360	1,843
Fee and commission income	788	291	109	162	147	174	(26)	1,645
Fee and commission expense	-	(9)	-	(7)	(20)	(33)	3	(66)
Principal transactions	-	2	186	53	495	317	(68)	985
Operating loss from associates	-	-	-	-	-	-	(17)	(17)
Investment income on assurance activities	-	-	-	-	-	-	201	201
Premiums and reinsurance recoveries on insurance contracts	-	-	-	-	-	-	56	56
Other operating income	3	-	(2)	-	-	-	-	1
Other income	791	284	293	208	622	458	149	2,805
Claims and reinsurance premiums on insurance business	-	-	-	-	-	-	(232)	(232)
Total operating income before impairment losses on loans and advances	807	295	242	1,179	627	989	277	4,416
Impairment losses on loans and advances	-	-	-	(316)	2	(5)	(58)	(377)
Operating income	807	295	242	863	629	984	219	4,039
Operating costs	(464)	(210)	(79)	(705)	(213)	(530)	(237)	(2,438)
Operating profit before goodwill	343	85	163	158	416	454	(18)	1,601
Impairment of goodwill	(31)	-	-	-	-	-	-	(31)
Profit before taxation	312	85	163	158	416	454	(18)	1,570
Cost to income ratio	57.5%	71.2%	32.6%	59.8%	34.0%	53.6%	85.6%	55.2%
Total assets	1,626	3,614	1,570	61,561	2,424	136,413	86,652	293,860



Investec Limited silo financial information (excluding the results of Investec plc)

Segmental analysis of operating profit before goodwill, non-operating items and taxation

Unaudited

R'million	6 months to 30 Sept 2011	6 months to 30 Sept 2010	% change
Asset Management	420	343	22.4%
Wealth and Investment	97	85	14.1%
Property Activities	124	163	(23.9%)
Private Banking	172	158	8.9%
Investment Banking			
Corporate Finance	55	21	>100.0%
Institutional Research, Sales and Trading	(49)	(6)	(>100.0%)
Principal Investments	69	401	(82.8%)
	75	416	(82.0%)
Capital Markets	621	454	36.8%
Group Services and Other Activities			
International Trade Finance	44	34	29.4%
Central Funding	339	136	>100.0%
Central Costs	(223)	(188)	(18.6%)
	160	(18)	>100.0%
Total	1,669	1,601	4.2%



Investec Limited silo financial information (excluding the results of Investec plc)

Risk management

As per Basel II regulations, the following risk management and capital section will provide detail on the quantitative risk disclosures required on a semi-annual basis. For any additional qualitative disclosures, definitions and descriptions, please refer to our Annual Financial Statements for the year ended 31 March 2011.

Philosophy and approach

The bank recognises that an effective risk management function is fundamental to its business. Taking international best practice into account, our comprehensive risk management process involves identifying, quantifying, managing and mitigating the risks associated with each of our businesses.

Risk awareness, control and compliance are embedded in all our day-to-day activities.

Group Risk Management (part of Group Services) is independent from the business units and monitors, manages and reports on our risk to ensure it is within the stated appetite as mandated by the board of directors through the Board Risk and Capital Committee. Business units are ultimately responsible for managing risks that arise.

We monitor and control risk exposure through credit, market, liquidity, operational and legal risk reporting teams. This approach is core to assuming a tolerable risk and reward profile, helping us to pursue controlled growth across our business.

Group Risk Management operates within an integrated geographical and divisional structure, in line with our management approach, ensuring that the appropriate processes are used to address all risks across the group.

Group Risk Management divisions with international responsibility are locally responsive yet globally aware. This helps to ensure that all initiatives and businesses operate within our defined risk parameters and objectives. Group Risk Management continually seeks new ways to enhance its techniques.

Group Risk Management objectives are to:

- Be the custodian of our risk management culture
- To ensure the business operates within the board stated appetite
- Set, approve and monitor adherence to risk parameters and limits across the group and ensure they are implemented and adhered to
- Aggregate and monitor our exposure across risk classes
- Co-ordinate risk management activities across the organisation, covering all legal entities and jurisdictions
- Give the boards reasonable assurance that the risks we are exposed to are identified and, to the best extent possible, managed and
- Run appropriate risk committees, as mandated by the board.

Overall group summary of the year in review from a risk perspective

Investec has continued to maintain a sound balance sheet with low leverage, and a diversified business model. This has been supported by the following key operating fundamentals:

- Intimate involvement of senior management ensuring stringent management of risk, liquidity and capital
- Strong risk and capital management culture embedded in our day-to-day activities and values. We seek to achieve an appropriate balance between risk and reward in our business, taking cognisance of all stakeholders' interests.
- Reward programmes that align directors' and employees' interests with those of stakeholders, ensuring that these programmes promote effective risk management. Annual bonuses are closely linked to business performance, determined in the main by realised Economic Value Added profit performance against pre-determined targets above a risk and capital weighted return. This model has been consistently applied for in excess of ten years
- Credit and counterparty exposures to a select target market; our risk appetite continues to favour lower risk, income-based lending, with credit risk taken over a short to medium term exposure is taken against defined target clients displaying a profile of good character, sound financial strength and integrity, a core competency and a sound track record in the activity funded. The credit loss ratio improved from 0.71% at 31 March 2011 to 0.56% at 30 September 2011
- Limited exposure to rated and unrated structured credit investments; representing 1.2% of total assets
- A low leverage (gearing) ratio of 12.4x
- Low equity (investment) risk exposure; within total investments comprising 5.1% of total assets
- Modest proprietary market risk within our trading portfolio; value at risk and stress testing scenarios remain at prudent levels
- Potential losses that could arise in our trading book portfolio stress tested under extreme market conditions amount to 0.2% of total operating income for the six months ended 30 September 2011
- A high level of readily available, high quality liquid assets; average cash and near cash of approximately R60 billion, representing 25% to 35% of our liability base. We continue to maintain a low reliance on interbank wholesale funding to fund core lending asset growth
- An increase in retail customer deposits
- Healthy capital ratios; we have always held capital in excess of regulatory requirements and we intend to perpetuate this philosophy.
- Operational diversity with a high level of recurring income which continues to support sustainability of operating profit.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Credit and counterparty risk management

Credit and counterparty risk is defined as the current and prospective risk to earnings or capital arising from an obligor's (typically a client's or counterparty's) failure to meet the terms of any obligation to us or otherwise to perform as agreed. Credit and counterparty risk arises when funds are extended, committed, invested, or otherwise exposed through actual or implied contractual agreements, whether reflected on or off-balance sheet.

Credit and counterparty risk arises primarily from three types of transactions:

- Lending transactions, giving rise to a direct exposure. The risk is created that an obligor will be unable or unwilling to repay capital and/or interest on advances and loans granted to it. This category includes bank placements, where we have placed funds with other financial institutions
- Issuer risk on financial instruments where payments due from the issuer of a financial instrument will not be received
- Trading transactions, giving rise to settlement and replacement risk (collectively counterparty risk)

- Settlement risk is the risk that the settlement of a transaction does not take place as expected, with one party effecting required settlements as they fall due but not receiving settlements to which they are entitled

- Replacement risk is the risk following default by the original counterparty resulting in the contract holder having to enter into a replacement contract with a second counterparty in order to finalise the transaction.

Credit and counterparty risk can manifest as country risk as a result of the geopolitical and transfer risk associated with exposures arising from transactions with borrowers who are resident in a particular foreign country, or dependent on that country's economy.

Credit and counterparty risk may also arise in other ways and it is the role of the various independent credit committees, assisted by Credit Risk Management, to identify situations falling outside these definitions where credit risk may also be present.

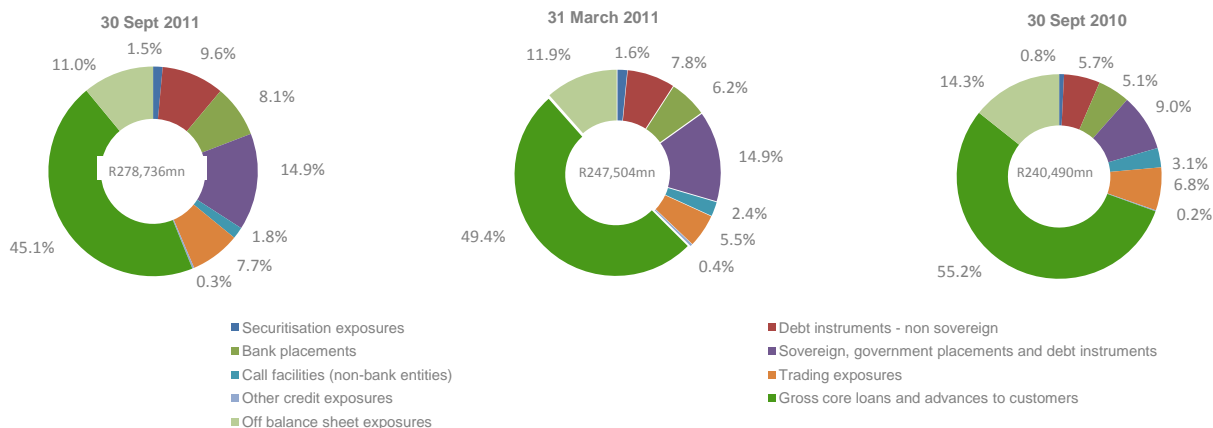
The tables that follow provide an analysis of our credit and counterparty risk exposures.

An analysis of gross credit and counterparty exposures

R'million	30 Sept 2011	31 March 2011	% change	Average*	30 Sept 2010
On-balance sheet exposures	248,123	217,971	13.8%	233,047	211,622
Securitisation exposures arising from securitisation/principal finance activities	4,094	3,954	3.5%	4,024	3,445
Rated instruments	3,078	2,774	11.0%	2,926	2,176
Unrated instruments	226	320	(29.4%)	273	339
Other	790	860	(8.1%)	825	930
Debt instruments - non sovereign (NCDs, bonds held, debentures)	26,879	19,393	38.6%	23,136	19,215
Bank placements	22,452	15,344	46.3%	18,898	14,062
Sovereign, government placements and debt instruments	41,652	36,832	13.1%	39,242	33,098
Call facilities (non-bank entities)	5,017	5,829	(13.9%)	5,423	5,805
Trading exposures (positive fair value excluding potential future exposures)	21,420	13,544	58.2%	17,482	14,947
Other credit exposures	823	902	(8.8%)	863	617
Gross core loans and advances to customers	125,786	122,173	3.0%	123,980	120,433
Off-balance sheet exposures	30,613	29,533	3.7%	30,073	28,868
Guarantees ^	5,989	5,452	9.8%	5,721	5,568
Contingent liabilities, committed facilities, other	24,624	24,081	2.3%	24,353	23,300
Total gross credit and counterparty exposures pre collateral or other credit enhancements	278,736	247,504	12.6%	263,120	240,490

*Where the average is based on a straight line average for the period 1 April 2011 to 30 September 2011

^Excludes guarantees provided to clients which are backed/secured by cash on deposit with the bank





Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

A further analysis of our on-balance sheet credit and counterparty exposures

The table below indicates in which class of asset (on the face of the consolidated balance sheet) our on-balance sheet credit and counterparty exposures are reflected. Not all assets included in the balance sheet bear credit and counterparty risk.

R'million	Securitisation exposures arising from securitisation/principal finance activities				Debt instruments - non sovereign (NCDs, bonds held, debentures)	Bank placements	Sovereign, government placements and debt instruments	Call facilities (non-bank entities)	Trading exposures (positive fair value excluding potential future exposures)	Other credit exposures	Gross core loans and advances to customers	Total credit and counterparty exposure	Assets that we deem to have no legal credit exposure	Note reference	Total balance sheet
	Total	Rated instruments	Unrated instruments	Other											
As at 30 September 2011															
Cash and balances at central banks	-	-	-	-	-	-	6,932	-	-	-	-	6,932	-	-	6,932
Loans and advances to banks	-	-	-	-	-	13,866	-	-	221	-	-	14,087	-	-	14,087
Cash equivalent advances to customers	-	-	-	-	-	-	-	5,017	-	8	-	5,025	-	-	5,025
Reverse repurchase agreements and cash collateral on securities borrowed	-	-	-	-	405	6,897	230	-	1,046	-	-	8,578	-	-	8,578
Trading securities	365	249	116	-	11,205	1,689	30,880	-	982	-	-	45,121	9,227	1	54,348
Derivative financial instruments	-	-	-	-	-	-	-	-	18,428	-	-	18,428	492	1	18,920
Investment securities	2,939	2,829	110	-	15,269	-	3,610	-	-	-	-	21,818	39	1	21,857
Loans and advances to customers	790	-	-	790	-	-	-	-	-	-	119,430	120,220	(1,486)	2	118,734
Securitised assets	-	-	-	-	-	-	-	-	-	-	6,356	6,356	1,963	3	8,319
Deferred taxation assets	-	-	-	-	-	-	-	-	-	-	-	-	399	-	399
Other assets	-	-	-	-	-	-	-	-	743	815	-	1,558	4,519	-	6,077
Interests in associated undertakings	-	-	-	-	-	-	-	-	-	-	-	-	89	-	89
Property and equipment	-	-	-	-	-	-	-	-	-	-	-	-	523	-	523
Investment properties	-	-	-	-	-	-	-	-	-	-	-	-	4,477	-	4,477
Goodwill	-	-	-	-	-	-	-	-	-	-	-	-	195	-	195
Intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	112	-	112
Insurance assets	-	-	-	-	-	-	-	-	-	-	-	-	74,318	-	74,318
Total	4,094	3,078	226	790	26,879	22,452	41,652	5,017	21,420	823	125,786	248,123	94,867		342,990
As at 31 March 2011															
Cash and balances at central banks	-	-	-	-	-	46	6,767	-	-	-	-	6,813	-	-	6,813
Loans and advances to banks	-	-	-	-	-	5,916	-	-	216	-	-	6,132	-	-	6,132
Cash equivalent advances to customers	-	-	-	-	-	-	-	5,829	-	-	-	5,829	-	-	5,829
Reverse repurchase agreements and cash collateral on securities borrowed	-	-	-	-	1,149	9,382	424	-	660	-	-	11,615	-	-	11,615
Trading securities	149	75	74	-	10,046	-	26,900	-	1,094	-	-	38,189	10,422	1	48,611
Derivative financial instruments	-	-	-	-	-	-	-	-	10,983	-	-	10,983	506	1	11,489
Investment securities	2,945	2,699	246	-	8,198	-	2,741	-	-	-	-	13,884	40	1	13,924
Loans and advances to customers	860	-	-	860	-	-	-	-	-	-	115,830	116,690	(1,456)	2	115,234
Securitised assets	-	-	-	-	-	-	-	-	-	-	6,343	6,343	1,943	3	8,286
Deferred taxation assets	-	-	-	-	-	-	-	-	-	-	-	-	404	-	404
Other assets	-	-	-	-	-	-	-	-	591	902	-	1,493	3,422	-	4,915
Interests in associated undertakings	-	-	-	-	-	-	-	-	-	-	-	-	135	-	135
Property and equipment	-	-	-	-	-	-	-	-	-	-	-	-	467	-	467
Investment properties	-	-	-	-	-	-	-	-	-	-	-	-	4,127	-	4,127
Goodwill	-	-	-	-	-	-	-	-	-	-	-	-	203	-	203
Intangible assets	-	-	-	-	-	-	-	-	-	-	-	-	111	-	111
Insurance assets	-	-	-	-	-	-	-	-	-	-	-	-	69,180	-	69,180
Total	3,954	2,774	320	860	19,393	15,344	36,832	5,829	13,544	902	122,173	217,971	89,504	8	307,475

Notes:

1. Largely relates to exposures that are classified as equity risk in the banking book.

2. Relates to impairments.

3. Largely includes liquidity facilities provided to third party corporate securitisation vehicles. These facilities have remained undrawn and are reflected as a contingent liability, i.e. off-balance sheet exposures to the bank.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Gross and credit counterparty exposures by residual contractual maturity as at 30 September 2011

R'million	Up to 3 months	3 to 6 months	6 months to 1 year	1 to 5 years	5 to 10 years	>10years	Total
On-balance sheet exposures	59,063	20,492	36,779	71,220	27,295	33,274	248,123
Securitisation exposures arising from securitisation/principal finance activities	-	2	-	3,901	20	171	4,094
Rated instruments	-	-	-	3,078	-	-	3,078
Unrated instruments	-	2	-	33	20	171	226
Other	-	-	-	790	-	-	790
Debt instruments - non sovereign (NCDs, bonds held, debentures)	1,055	3,108	7,605	8,648	6,463	-	26,879
Bank placements	19,452	504	1,247	1,249	-	-	22,452
Sovereign, government placements and debt instruments	15,925	10,892	10,923	2,913	744	255	41,652
Call facilities (non-bank entities)	5,017	-	-	-	-	-	5,017
Trading exposures (positive fair value excluding potential future exposures)	3,300	1,540	2,773	8,257	4,324	1,226	21,420
Other credit exposures	820	-	-	3	-	-	823
Gross core loans and advances to customers	13,494	4,446	14,231	46,249	15,744	31,622	125,786
Off-balance sheet exposures	22,563	1,023	3,120	3,152	694	61	30,613
Guarantees	1,189	395	2,979	1,139	287	-	5,989
Contingent liabilities , committed facilities, other	21,374	628	141	2,013	407	61	24,624
Total gross credit and counterparty exposures pre collateral or other credit enhancements	81,626	21,515	39,899	74,372	27,989	33,335	278,736



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

An analysis of gross credit and counterparty exposure by industry

R'million	Gross core loans and advances		Other credit and counterparty exposures		Total	
	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011
HNW and professional individuals	93,794	89,459	23,552	23,811	117,346	113,270
Agriculture	275	509	115	202	390	711
Electricity, gas and water (utility services)	1,097	909	198	183	1,295	1,092
Public and non-business services	900	799	42,009	36,832	42,909	37,631
Business service	1,838	1,564	722	549	2,560	2,113
Finance and insurance	8,998	10,712	74,788	54,445	83,786	65,157
Retailers and wholesalers	2,072	1,774	2,276	2,213	4,348	3,987
Manufacturing and commerce	5,576	5,859	2,226	2,210	7,802	8,069
Real estate	3,658	3,314	1,927	1,089	5,585	4,403
Mining and resources	2,067	1,711	3,606	2,627	5,673	4,338
Leisure, entertainment and tourism	1,702	1,885	267	194	1,969	2,079
Transport and communication	3,809	3,678	1,264	976	5,073	4,654
Total	125,786	122,173	152,950	125,331	278,736	247,504

R'million	HNW and professional individuals	Agriculture	Electricity, gas and water (utility services)	Public and non-business services	Business service	Finance and insurance	Retailers and wholesalers	Manufacturing and commerce	Real estate	Mining and resources	Leisure, entertainment and tourism	Transport and communication	Total
As at 30 September 2011													
On-balance sheet exposures	93,794	390	1,260	42,908	2,056	81,955	4,048	7,356	5,256	3,060	1,706	4,334	248,123
Securitisation exposures arising from securitisation/principal finance activities	-	-	-	-	-	4,025	-	-	-	69	-	-	4,094
Rated instruments	-	-	-	-	-	3,078	-	-	-	-	-	-	3,078
Unrated instruments	-	-	-	-	-	157	-	-	-	69	-	-	226
Other	-	-	-	-	-	790	-	-	-	-	-	-	790
Debt instruments - non sovereign (NCDs, bonds held, debentures)	-	-	-	-	-	26,879	-	-	-	-	-	-	26,879
Bank placements	-	-	-	-	-	22,452	-	-	-	-	-	-	22,452
Sovereign, government placements and debt instruments	-	-	-	41,652	-	-	-	-	-	-	-	-	41,652
Call facilities (non-bank entities)	-	101	-	-	115	977	1,460	1,470	-	526	-	368	5,017
Trading exposures (positive fair value excluding potential future exposures)	-	14	163	356	103	17,874	516	299	1,598	336	4	157	21,420
Other credit exposures	-	-	-	-	-	750	-	11	-	62	-	-	823
Gross core loans and advances to customers	93,794	275	1,097	900	1,838	8,998	2,072	5,576	3,658	2,067	1,702	3,809	125,786
Off-balance sheet exposures	23,552	-	35	1	504	1,631	306	446	329	2,613	263	738	30,613
Guarantees	3,750	-	16	1	27	921	20	250	45	946	7	6	5,989
Contingent liabilities, committed facilities, other	19,802	-	19	-	477	910	280	196	284	1,667	256	733	24,624
Total gross credit and counterparty exposures pre collateral or other credit enhancements	117,346	390	1,295	42,909	2,560	83,786	4,348	7,802	5,585	5,673	1,969	5,073	278,736
As at 31 March 2011													
On-balance sheet exposures	89,550	611	1,075	37,631	1,975	63,311	3,913	7,632	4,300	2,007	1,921	4,045	217,971
Securitisation exposures arising from securitisation/principal finance activities	-	-	-	-	-	3,929	-	-	25	-	-	-	3,954
Rated Instruments	-	-	-	-	-	2,774	-	-	-	-	-	-	2,774
Unrated instruments	-	-	-	-	-	295	-	-	25	-	-	-	320
Other	-	-	-	-	-	860	-	-	-	-	-	-	860
Debt instruments (NCDs, bonds held, debentures)	-	-	-	-	-	19,393	-	-	-	-	-	-	19,393
Bank placements	-	-	-	-	-	15,344	-	-	-	-	-	-	15,344
Sovereign, government placements and debt instruments	-	-	-	36,832	-	-	-	-	-	-	-	-	36,832
Call facilities (non-bank entities)	-	101	-	-	326	1,680	1,632	1,689	-	244	-	157	5,829
Trading exposures (positive fair value excluding potential future exposures)	91	1	166	70	15	11,425	498	66	954	35	28	210	13,544
Other credit exposures	-	-	-	-	-	828	9	18	7	17	8	-	902
Gross core loans and advances to customers	89,459	509	909	799	1,564	10,712	1,774	5,859	3,314	1,711	1,885	3,678	122,173
Off-balance sheet exposures	23,720	100	17	-	138	1,846	74	437	103	2,331	158	609	29,533
Guarantees	4,003	-	17	-	62	176	3	220	68	891	7	5	5,452
Contingent liabilities, committed facilities, other	19,717	100	-	-	76	1,670	71	217	35	1,440	151	604	24,081
Total gross credit and counterparty exposures pre collateral or other credit enhancements	113,270	711	1,092	37,631	2,113	65,157	3,987	8,069	4,403	4,338	2,079	4,654	247,504



Investec Limited silo financial information (excluding the results of Investec plc)

Risk management

An analysis of our core loans and advances, asset quality and impairments

In order to assess and analyse the credit risk associated with loans and advances we believe that certain adjustments should be made to the category "loans and advances to customers" as reflected on the IFRS consolidated balance sheet. We believe that these adjustments are necessary in order to derive a number that reflects actual core lending activities. In this regard the following methodology has been applied:

- Loans and advances which have been originated by us and securitised primarily to provide an alternative source of funding are added to loans and advances
- Warehouse funding facilities and structured credit investments arising out of our securitisation and principal finance activities have been deducted.

Unaudited

R'million	30 Sept 2011	31 March 2011	30 Sept 2010
Loans (pre-impairments and intercompany loans)	120,220	116,690	114,815
Less: warehouse facilities and structured credit investments arising out of our securitisation and principal finance activities, and other credit exposures (pre-impairments)	(790)	(860)	(1,285)
Add: own-originated securitised assets	6,356	6,343	6,903
Gross core loans and advances to customers (pre-impairments)	125,786	122,173	120,433

The tables that follow provide information with respect to the asset quality of our core loans and advances to customers

Gross core loans and advances to customers	125,786	122,173	120,433
Total impairments	(1,437)	(1,389)	(1,026)
Portfolio impairments	(125)	(319)	(412)
Specific impairments	(1,312)	(1,070)	(614)
Net core loans and advances to customers	124,349	120,784	119,407
Average gross core loans and advances to customers	123,980	120,555	119,685
Current loans and advances to customers	118,491	114,240	112,200
Past due and default core loans and advances to customers	7,295	7,933	8,233
Past due loans and advances to customers (1-60 days)	935	1,085	1,678
Special mention loans and advances to customers	916	658	1,069
Default loans and advances to customers	5,444	6,190	5,486
Gross core loans and advances to customers	125,786	122,173	120,433
Past due and default core loans and advances to customers	7,295	7,933	8,233
Default loans that are current and not impaired	104	73	411
Gross core loans and advances to customers that are past due but not impaired	3,034	3,944	5,431
Gross core loans and advances to customers that are impaired	4,157	3,916	2,391
Total income statement charge for core loans and advances	(351)	(860)	(377)
Gross default loans and advances to customers	5,444	6,190	5,486
Specific impairments	(1,312)	(1,070)	(614)
Portfolio impairments	(125)	(319)	(412)
Defaults net of impairments	4,007	4,801	4,460
Collateral and other credit enhancements	5,754	7,164	6,903
Net default loans and advances to customers (limited to zero)	-	-	-
Ratios:			
Total impairments as a % of gross core loans and advances to customers	1.14%	1.14%	0.85%
Total impairments as a % of gross default loans	26.40%	22.44%	18.70%
Gross defaults as a % of gross core loans and advances to customers	4.33%	5.07%	4.56%
Defaults (net of impairments) as a % of net core loans and advances to customers	3.22%	3.97%	3.74%
Net defaults as a % of gross core loans and advances to customers	-	-	-
Annualised credit loss ratio (i.e income statement charge as a % of average gross loans and advances)	0.56%	0.71%	0.62%



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

An analysis of core loans and advances to customers and asset quality by division

R'million	Private Bank**		Capital Markets**		Other*		Total	
	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011
Gross core loans and advances to customers	93,794	89,459	27,376	27,832	4,616	4,882	125,786	122,173
Total impairments	(1,199)	(1,085)	(125)	(28)	(113)	(276)	(1,437)	(1,389)
Portfolio impairments	(76)	(157)	(25)	(18)	(24)	(144)	(125)	(319)
Specific impairments	(1,123)	(928)	(100)	(10)	(89)	(132)	(1,312)	(1,070)
Net core loans and advances to customers	92,595	88,374	27,251	27,804	4,503	4,606	124,349	120,784
Average gross core loans and advances	91,627	87,688	27,604	28,313	4,749	4,554	123,980	120,555
Current loans and advances to customers	87,052	81,972	27,045	27,699	4,394	4,569	118,491	114,240
Past due and default core loans and advances to customers	6,742	7,487	331	133	222	313	7,295	7,933
Past due loans and advances to customers (1-60 days)	845	939	-	17	90	129	935	1,085
Special mention loans and advances to customers	812	567	82	74	22	17	916	658
Default loans and advances to customers	5,085	5,981	249	42	110	167	5,444	6,190
Gross core loans and advances to customers	93,794	89,459	27,376	27,832	4,616	4,882	125,786	122,173
Past due and default core loans and advances to customers	6,742	7,487	331	133	222	313	7,295	7,933
Default loans that are current and not impaired	104	73	-	-	-	-	104	73
Gross core loans and advances to customers that are past due but not impaired	2,840	3,707	82	91	112	146	3,034	3,944
Gross core loans and advances to customers that are impaired	3,798	3,707	249	42	110	167	4,157	3,916
Total income statement charge for impairments on core loans	(384)	(1 047)	(93)	154	126	33	(351)	(860)
Gross default loans and advances to customers	5,085	5,981	249	42	110	167	5,444	6,190
Specific impairments	(1,123)	(928)	(100)	(10)	(89)	(132)	(1,312)	(1,070)
Portfolio impairments	(76)	(157)	(25)	(18)	(24)	(144)	(125)	(319)
Defaults net of impairments	3,886	4,896	124	14	(3)	(109)	4,007	4,801
Collateral and other credit enhancements	5,564	7,084	159	32	31	48	5,754	7,164
Net default loans and advances to customers (limited to zero)	-	-	-	-	-	-	-	-
Total impairments as a % of gross core loans and advances to customers	1.28%	1.21%	0.46%	0.10%	2.45%	5.65%	1.14%	1.14%
Total impairments as a % of gross default loans	23.58%	18.14%	50.20%	66.67%	> 100%	>100%	26.40%	22.44%
Gross defaults as a % of gross core loans and advances to customers	5.42%	6.69%	0.91%	0.15%	2.38%	3.42%	4.33%	5.07%
Defaults (net of impairments) as a % of net core loans and advances to customers	4.20%	5.54%	0.46%	0.05%	(0.07%)	(2.37%)	3.22%	3.97%
Net defaults as a % of core loans and advances to customers	-	-	-	-	-	-	-	-
Annualised credit loss ratio (i.e income statement charge as a % of average gross loans and advances)	0.84%	1.19%	0.65%	(0.53%)	(2.67%)	(0.72%)	0.56%	0.71%

* Largely includes lending activities within our Central Funding and International Trade Finance businesses.

** A further analysis of our Private Bank and Capital Markets loan portfolios, broken down by type of loan, is provided further on.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

An age analysis of past due and default core loans and advances to customers

R'million	30 Sept 2011	31 March 2011
Default loans that are current	496	640
1 - 60 days	1,758	1,325
61 - 90 days	284	435
91 - 180 days	628	859
181 - 365 days	600	1,834
>365 days	3,529	2,840
Past due and default core loans and advances to customers (actual capital exposure)	7,295	7,933
1 - 60 days	261	310
61 - 90 days	71	106
91 - 180 days	329	342
181 - 365 days	443	1,197
>365 days	3,136	2,525
Past due and default core loans and advances to customers (actual amount in arrears)	4,240	4,480

A further age analysis of past due and default loans and advances to customers

R'million	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
As at 30 September 2011							
Watchlist loans that are neither past due nor impaired							
Total capital exposure	104	-	-	-	-	-	104
Gross core loans and advances to customers that are past due but not impaired							
Total capital exposure	-	1,455	273	267	226	813	3,034
Amount in arrears	-	97	71	104	153	660	1,085
Gross core loans and advances to customers that are impaired							
Total capital exposure	392	303	11	361	374	2,716	4,157
Amount in arrears	-	164	-	225	290	2,476	3,155
As at 31 March 2011							
Watchlist loans that are neither past due nor impaired							
Total capital exposure	73	-	-	-	-	-	73
Gross core loans and advances to customers that are past due but not impaired							
Total capital exposure	-	1,234	372	704	842	792	3,944
Amount in arrears	-	278	77	270	568	564	1,757
Gross core loans and advances to customers that are impaired							
Total capital exposure	567	91	63	155	992	2,048	3,916
Amount in arrears	-	32	29	72	629	1,961	2,723



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

An age analysis of pst due and default core loans and advances to customers as at 30 September 2011 (based on total capital exposure)

R'million	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
Past due (1-60 days)	-	935	-	-	-	-	935
Special mention	-	497	261	50	56	52	916
Special mention (1 - 90 days)	-	497	63	*50	*56	*52	718
Special mention (61 - 90 days and item well secured)	-	-	198	-	-	-	198
Default	496	326	23	578	544	3,477	5,444
Sub-standard	56	6	1	184	93	346	686
Doubtful	440	320	22	394	451	3,131	4,758
Total	496	1,758	284	628	600	3,529	7,295

An age analysis of past due and default core loans and advances to customers as at 30 September 2011 (based on actual amount in arrears)

R'million	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
Past due (1-60 days)	-	94	-	-	-	-	94
Special mention	-	2	71	20	52	36	181
Special mention (1 - 90 days)	-	2	3	*20	*52	*36	113
Special mention (61 - 90 days and item well secured)	-	-	68	-	-	-	68
Default	-	165	-	309	391	3,100	3,965
Sub-standard	-	-	-	81	71	269	421
Doubtful	-	165	-	228	320	2,831	3,544
Total	-	261	71	329	443	3,136	4,240

An age analysis past due and default core loans and advances to customers as at 31 March 2011 (based on total capital exposure)

R'million	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
Past due (1-60 days)	-	1,085	-	-	-	-	1,085
Special mention	-	48	358	216	7	29	658
Special mention (1 - 90 days)	-	48	118	*216	*7	*29	418
Special mention (61 - 90 days and item well secured)	-	-	240	-	-	-	240
Default	640	192	77	643	1,827	2,811	6,190
Sub-standard	53	70	9	436	640	448	1,656
Doubtful	587	122	68	207	1,187	2,363	4,534
Total	640	1,325	435	859	1,834	2,840	7,933

An age analysis of past due and default core loans and advances to customers as at 31 March 2011 (based on actual amount in arrears)

R'million	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
Past due (1-60 days)	-	260	-	-	-	-	260
Special mention	-	1	74	37	-	17	129
Special mention (1 - 90 days)	-	1	3	*37	-	*17	58
Special mention (61 - 90 days and item well secured)	-	-	71	-	-	-	71
Default	-	49	32	305	1,197	2,508	4,091
Sub-standard	-	5	2	211	421	300	939
Doubtful	-	44	30	94	776	2,208	3,152
Total	-	310	106	342	1,197	2,525	4,480

* Relates to solvent deceased estates and bonds under registration at the deeds office. Due to the lengthy external process with respect to these exposures, which is out of the control of Investec, these exposures have been classified as special mention and will remain there until settled or their credit quality deteriorates.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

An analysis of core loans and advances to customers

R'million	Gross core loans and advances that are neither past due nor impaired	Gross core loans and advances that are past due but not impaired	Gross core loans and advances that are impaired	Total gross core loans and advances (actual capital exposure)	Specific impairments	Portfolio impairments	Total net core loans and advances (actual capital exposure)	Actual amount in arrears
As at 30 September 2011								
Current core loans and advances	118,491	-	-	118,491	-	(93)	118,398	-
Past due (1-60 days)	-	935	-	935	-	(23)	912	94
Special mention	-	916	-	916	-	(9)	907	181
Special mention (1 - 90 days)	-	718	-	718	-	(8)	710	113
Special mention (61 - 90 days and item well secured)	-	198	-	198	-	(1)	197	68
Default	104	1,183	4,157	5,444	(1,312)	-	4,132	3,965
Sub-standard	56	629	1	686	-	-	686	421
Doubtful	48	554	4,156	4,758	(1,312)	-	3,446	3,544
Total	118,595	3,034	4,157	125,786	(1,312)	(125)	124,349	4,240
As at 31 March 2011								
Current core loans and advances	114,240	-	-	114,240	-	(304)	113,936	-
Past due (1-60 days)	-	1,085	-	1,085	-	(9)	1,076	260
Special mention	-	658	-	658	-	(6)	652	129
Special mention (1 - 90 days)	-	418	-	418	-	(3)	415	58
Special mention (61 - 90 days and item well secured)	-	240	-	240	-	(3)	237	71
Default	73	2,201	3,916	6,190	(1,070)	-	5,120	4,091
Sub-standard	53	1,602	1	1,656	-	-	1,656	939
Doubtful	20	599	3,915	4,534	(1,070)	-	3,464	3,152
Total	114,313	3,944	3,916	122,173	(1,070)	(319)	120,784	4,480



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Analysis of default core loans and advances

R'million	Gross core loans	Gross defaults	Collateral against defaults	Impairments
30 September 2011				
Private Bank				
Residential property	37,046	2,612	2,748	525
Residential property investment	3,317	378	409	62
Residential mortgages (owner occupied and second homes)	29,350	649	822	123
Residential property development	1,288	177	147	48
Residential estates	3,091	1,408	1 370	292
Commercial property	40,653	1,409	1,632	297
Commercial property investment	36,106	945	1 166	158
Commercial property development	3,178	449	450	137
Commercial land	1,369	15	16	2
Other	16,095	1,064	1,184	377
Asset backed lending	4,628	573	684	224
Unlisted securities and general corporate lending	4,052	47	74	5
Unsecured lending	1,346	58	21	43
Other	6,069	386	405	105
Total Private Bank	93,794	5,085	5,564	1,199
Capital Markets				
Acquisition finance	2,435	-	-	-
Asset finance	3,170	-	-	7
Corporate loans	18,185	43	43	28
Project finance	2,268	206	116	90
Resource finance and commodities	1,318	-	-	-
Total Capital Markets	27,376	249	159	125
Other*	4,616	110	31	113
Total group	125,786	5,444	5,754	1,437
31 March 2011				
Private Bank				
Residential property	36,388	3,360	4,013	427
Residential property investment	3,534	631	772	33
Residential mortgages (owner occupied and second homes)	27,710	685	957	76
Residential property development	1,457	337	413	23
Residential estates	3,687	1,707	1 871	295
Commercial property	37,790	1,359	1,740	252
Commercial property investment	33,288	1,033	1 316	197
Commercial property development	3,132	315	413	55
Commercial land	1,370	11	11	-
Other	15,281	1,262	1,331	406
Asset backed lending	2,219	326	500	121
Unlisted securities and general corporate lending	6,308	522	479	153
Unsecured lending	1,457	87	65	45
Other	5,297	327	287	87
Total Private Bank	89,459	5,981	7,084	1,085
Capital Markets				
Acquisition finance	3,068	-	-	-
Asset finance	2,720	-	-	-
Corporate loans	18,891	42	32	28
Project finance	2,001	-	-	-
Resource finance and commodities	1,152	-	-	-
Total Capital Markets	27,832	42	32	28
Other*	4,882	167	48	276
Total group	122,173	6,190	7,164	1,389

* Largely includes lending activities within our Central Funding and International Trade Finance businesses.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

An analysis of core loans and advances to customers and impairments by counterparty type

R'million	Current core loans and advances	Past due (1-60 days)	Special mention - 90 days	(1) Special mention (61 - 90 days and item well secured)	Sub-standard	Doubtful	Total gross core loans and advances to customers	Portfolio impairments	Specific impairments	Total impairments
As at 30 September 2011										
Private Banking professional and HNW individuals	87,052	846	680	131	685	4,400	93,794	(75)	(1,123)	(1,198)
Corporate sector	19,857	-	38	45	-	277	20,217	(45)	(129)	(174)
Banking, insurance, financial services (excluding sovereign)	8,998	-	-	-	-	-	8,998	(4)	-	(4)
Public and government sector (including central banks)	900	-	-	-	-	-	900	(1)	-	(1)
Trade finance	1,684	89	-	22	1	81	1,877	(60)	(60)	(60)
Total gross core loans and advances to customers	118,491	935	718	198	686	4,758	125,786	(125)	(1,312)	(1,437)
As at 31 March 2011										
Private Banking professional and HNW individuals	81,973	939	344	223	1,655	4,325	89,459	(158)	(928)	(1,086)
Corporate sector	19,347	13	74	-	-	121	19,555	(155)	(89)	(244)
Banking, insurance, financial services (excluding sovereign)	10,708	4	-	-	-	-	10,712	(6)	-	(6)
Public and government sector (including central banks)	799	-	-	-	-	-	799	-	-	-
Trade finance	1,413	129	-	17	1	88	1,648	-	(53)	(53)
Total gross core loans and advances to customers	114,240	1,085	418	240	1,656	4,534	122,173	(319)	(1,070)	(1,389)

Summary analysis of gross core loans and advances to customers by counterparty type

R'million	30 Sept 2011	31 March 2011
Private Banking professional and HNW individuals	93,794	89,459
Corporate sector	20,217	19,555
Banking, insurance, financial services (excluding sovereign)	8,998	10,712
Public and government sector (including central banks)	900	799
Trade finance	1,877	1,648
Total gross core loans and advances to customers	125,786	122,173



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Collateral

The following disclosure is made with respect to Basel II requirements and definitions.

R'million	Collateral held against		Total
	Gross core loans and advances	Other credit and counterparty exposures*	
As at 30 September 2011			
Eligible financial collateral	51,602	4,632	56,234
Listed shares	48,889	527	49,416
Cash	2,713	4,105	6,818
Debt securities issued by sovereigns	-	-	-
Mortgage bonds	71,702	15	71,717
Residential mortgages	30,711	-	30,711
Residential development	147	-	147
Commercial property development	4,487	15	4,502
Commercial property investments	36,357	-	36,357
Other collateral	54,115	11	54,126
Unlisted shares	22,536	-	22,536
Bonds other than mortgage bonds	3,092	-	3,092
Debtors, stock and other corporate assets	898	-	898
Guarantees	11,885	11	11,896
Other	15,704	-	15,704
Total collateral	177,419	4,658	182,077
As at 31 March 2011			
Eligible financial collateral	25,983	8,053	34,036
Listed shares	22,881	1,714	24,595
Cash	3,015	4,901	7,916
Debt securities issued by sovereigns	87	1,438	1,525
Mortgage bonds	141,640	15	141,655
Residential mortgages	61,106	-	61,106
Residential development	794	15	809
Commercial property development	79,740	-	79,740
Commercial property investments	-	-	-
Other collateral	38,312	1,072	39,384
Unlisted shares	13,357	-	13,357
Bonds other than mortgage bonds	2,273	220	2,493
Debtors, stock and other corporate assets	911	-	911
Guarantees	11,397	852	12,249
Other	10,374	-	10,374
Total collateral	205,935	9,140	215,075

* A large percentage of these exposures (for example bank placements) are to highly rated financial institutions where limited collateral would be required due to the nature of the exposure.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Equity and investment risk in the banking book

Equity and investment risk in the banking book arises primarily from the following activities conducted within the group:

- Investment Banking Principal Investments (Private Equity and Direct Investments): Investments are selected based on the track record of management, the attractiveness of the industry and the ability to build value for the existing business by implementing an agreed strategy. In addition, as a result of our local market knowledge and investment banking expertise, we are well positioned to take direct positions in listed shares where we believe that the market is mispricing the value of the underlying portfolio of assets. These investment positions are carefully researched with the intent to stimulate corporate activity. In South Africa, we also continue to pursue opportunities to help create and grow black owned and controlled companies.
- Lending transactions (within the Private Banking and Capital Markets divisions): The manner in which we structure certain transactions results in equity, warrant and profit shares being held, predominantly within unlisted companies.
- Property Activities: We source development, investment and trading opportunities to create value and trade for profit within agreed risk parameters.
- Central Funding: In South Africa the Central Funding division is the custodian of certain equity and property investments, which have largely arisen from corporate acquisitions made, notably in the early 2000s.

The table below provides an analysis of income and revaluations recorded with respect to these investments.

R'million	Income (pre funding costs)			Total	Fair value through equity
	Unrealised	Realised	Dividends, net interest and other		
Six months to 30 September 2011					
Unlisted investments	301	48	28	377	-
Listed equities	(240)	3	3	(234)	-
Investment and trading properties	109	-	45	154	-
Warrants, profit shares and other embedded derivatives	15	48	(2)	61	-
Total	185	99	74	358	-
Year ended 31 March 2011					
Unlisted investments	(410)	469	242	301	-
Listed equities	384	20	-	404	1
Investment and trading properties	582	-	9	591	-
Warrants, profit shares and other embedded derivatives	78	138	-	216	-
Total	634	627	251	1 512	1

Unrealised revaluation gains are included in Tier 1 capital. Revaluations that are posted directly to equity are excluded from Capital within Investec Limited.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

The balance sheet value of investments is indicated in the table below.

R'million	On-balance sheet value of investments	Valuation change stress test*	On-balance sheet value of investments	Valuation change stress test*
	30 Sept 2011	30 Sept 2011	31 March 2011	31 March 2011
Unlisted investments	6 464	970	6 070	911
Listed equities	1 072	268	1 274	318
Investment and trading properties	5 669	599	5 772	761
Warrants, profit shares and other embedded derivatives	583	204	577	202
Total	13 788	2 041	13 693	2 192

*In order to assess our earnings sensitivity to a movement in the valuation of these investments the following stress testing parameters are applied.

Stress test values applied

Unlisted investments	15%
Listed equities	25%
Trading properties	20%
Investment properties	10%
Warrants, profit shares and other embedded derivatives	35%

Stress testing summary

Based on the information as at 30 September 2011, as reflected above we could have a R2 041 million reversal in revenue (which assumes a year in which there is a "worst case scenario"). This would not cause the group to report a loss but could have a significantly negative impact on earnings for that period. The probability of all these asset classes in all geographies in which we operate being negatively impacted at the same time is very low, although the probability of listed equities being negatively impacted at the same time is very high.

Capital requirements

In terms of Basel II capital requirements, unlisted and listed equities within the banking book are represented under the category of "equity risk" and the investment properties, profit shares and embedded derivatives are considered in the calculation of capital required for credit risk.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Securitisation/principal finance activities and exposures

The information below sets out the initiatives we have focused on over the past few years, albeit that some of these businesses lines have been curtailed given the current economic conditions.

In South Africa, our securitisation business, which forms part of our Structured Finance unit, was established approximately ten years ago when the debt capital markets commenced development. Over this time, we have arranged a number of corporate bond and commercial paper programmes and third party securitisations.

We have also assisted in the development of select securitisation platforms with external third party originating intermediaries. At present we have provided limited warehouse funding lines to these intermediaries.

Furthermore, we provide standby liquidity facilities to two conduits, namely the Grayston Conduit 1 (Pty) Ltd Series 1 and Series 2, and to the securitisation structure of the Growthpoint Note Issuer Company (Series 1 Tranche 1; Series 1 Tranche 2; Series 2; and Series 3). These facilities, which totalled R0.6 billion as at 30 September 2011 (31 March 2011: R2.0 billion), have not been drawn on and are thus reflected as off-balance sheet contingent exposures in terms of our credit analysis. The liquidity risk associated with these facilities is included in the stress testing for the group and is managed in accordance with our overall liquidity position.

In addition we have, securitised assets we have originated in our Private Banking business in South Africa. The primary motivations for the securitisation of assets within our Private Banking division are to:

- Provide an alternative source of funding
- Provide a source of revenue
- Act as a mechanism to transfer risk
- Leverage returns through the retention of equity tranches in low default rate portfolios.

Total assets that have been originated and securitised by the Private Bank amount to R6.3 billion (31 March 2011: R6.3 billion) and include auto loans (R0.8 billion), residential mortgages (R5.2 billion) and commercial mortgages (R0.3 billion). These securitisation structures have all been rated by Moody's.

Credit analysis

In terms of our analysis of our credit and counterparty risk, exposures arising from securitisation/principal finance activities reflect only those exposures to which we consider ourselves to be at risk notwithstanding accounting conventions. In addition, assets that have been securitised by our Private Banking division are reflected as part of our core lending exposures and not our securitisation/principal finance exposures as we believe this reflects the true nature and intent of these exposures and activities.

Nature of exposure/activity	Exposure as at 30 Sept 2011 - R'mn	Exposure as at 31 March 2011 - R'mn	Credit analysis internal risk classification	Asset quality - relevant comments for the period	Capital treatment
Structured credit investments	3,304	3,094	On-balance sheet securitisation/principal finance exposure.		Risk-weighted or supervisory deductions against primary and secondary capital
Rated*	3,078	2,774			
Unrated	226	320			
Net warehouse lines provided to, and investment in third party intermediary originating platforms (mortgage and auto loans)	733	790	On-balance sheet securitisation/principal finance exposure.	The total exposure of R733 million is net of impairments of R57 million	Risk-weighted depending on rating of counterparty.
Private Banking division assets which have been securitised	6,356	6,343	On-balance sheet exposure - reclassified from "accounting securitised assets" to core loans and advances for credit analysis purposes.	Analysed as part of the bank's overall asset quality on core loans and advances.	We apply securitisation rules: either risk-weighted or supervisory deductions against primary and secondary capital
Liquidity facilities provided to third party corporate securitisation vehicles	607	2,041	Off-balance sheet credit exposure as these facilities have remained undrawn and reflect a contingent liability on the bank.		Unutilised facility that is risk-weighted

*A further analysis of rated structured credit investments

R'mn	AAA	AA	A	BBB	BB	B	C and below	31 Sept 2011 Total	31 March 2011 Total
US corporate loans	-	-	-	-	39	-	-	39	33
European RMBS	449	859	385	631	280	-	-	2,604	2,340
European CMBS	-	103	-	17	-	-	-	120	109
South African RMBS	-	315	-	-	-	-	-	315	271
South African CMBS	-	-	-	-	-	-	-	-	21
Total	449	1,277	385	648	319	-	-	3,078	2,774



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Traded market risk management

Traded market risk description

Traded market risk is a measure of potential change in the value of a portfolio of instruments as a result of changes in the financial environment (resulting in changes in underlying market risk factors such as interest rates, equity markets, bond markets, commodity markets, exchange rates and volatilities) between now and a future point in time. The Market Risk Management team identifies, quantifies and manages the effects of these potential changes in accordance with Basel II and policies determined by the board.

Within our trading activities, we act as principal with clients or the market. Market risk, therefore, exists where we have taken on principal positions, resulting from proprietary trading, market making, arbitrage, underwriting and investments in the commodity, foreign exchange, equity, capital and money markets. The focus of these businesses is primarily on supporting client activity. Our strategic intent is that proprietary trading should be limited and that trading should be conducted largely to facilitate clients in deal execution.

Management and measurement of traded market risk

Market risk management teams review the market risks on our books. Detailed risk reports are produced daily for each trading desk.

These reports are distributed to management and the traders on the desk. Any unauthorised excesses are recorded and require a satisfactory explanation from the desk for the excess. The production of risk reports allows for the monitoring of every instrument traded against prescribed limits. Trading is also limited to the most liquid instruments and each traded instrument undergoes various stresses to assess potential losses. Each trading desk is monitored on an overall basis as an additional control. Trading limits are generally tiered with the most liquid and least "risky" instruments being assigned the largest limits.

The market risk teams perform a profit attribution, where our daily traded income is attributed to the various underlying risk factors on a day-to-day basis. An understanding of the sources of profit and loss is essential to understanding the risks of the business.

Measurement techniques used to quantify market risk arising from our trading activities include sensitivity analysis, Value at Risk (VaR) and Expected Tail Loss (ETL). Stress testing and scenario analysis are also used to simulate extreme conditions to supplement these core measures.

VaR numbers are monitored at the 95%, 99% and 100% (maximum loss) confidence intervals. ETLs are monitored at the 95% and 99% levels. Scenario analysis considers the impact of a significant market event on our current trading portfolios. We consider the impact for the 10 days after the event, not merely the instantaneous shock to the markets. Included in our scenario analysis are for example the following; October 1987 (Black Monday), 11 September 2001 and the December Rand crisis in 2001. We also consider the impact of extreme yet plausible future economic events on the trading portfolio as well as possible worst case scenario (not necessarily plausible) scenarios. Scenario analysis is done once a week and is included in the data presented to ERFF.

All VaR models, while forward-looking, are based on past events and depend on the quality of available market data. The accuracy of the VaR model as a predictor of potential loss is continuously monitored through back testing. This involves comparing the actual trading revenues arising from the previous day's closing positions with the one-day VaR calculated for the previous day on these same positions. If the revenue is negative and exceeds the one-day VaR, a "back testing breach" is considered to have occurred.

In South Africa, we have internal model approval and so trading capital is calculated as a function of the 99% 10-day VaR. Backtesting results and a detailed stress testing pack are submitted to the regulator on a monthly basis.

VaR 95% (one-day)

R'million	Period end	Average	High	Low
30 September 2011				
Commodities	0.1	0.1	0.5	-
Equity derivatives	2.2	2.0	5.3	0.9
Foreign exchange	4.5	2.0	8.9	0.7
Interest rates	2.1	2.3	5.1	0.8
Consolidated*	6.0	4.2	9.6	2.7
31 March 2011				
Commodities	0.1	0.1	0.3	-
Equity derivatives	1.6	1.8	9.1	0.6
Foreign exchange	0.9	1.9	5.7	0.7
Interest rates	1.3	2.4	5.1	0.9
Consolidated*	3.8	4.0	10.0	2.0

*The consolidated VaR for each desk is lower than the sum of the individual VaRs. This arises from the correlation offset between various asset classes.



Investec Limited silo financial information (excluding the results of Investec plc)

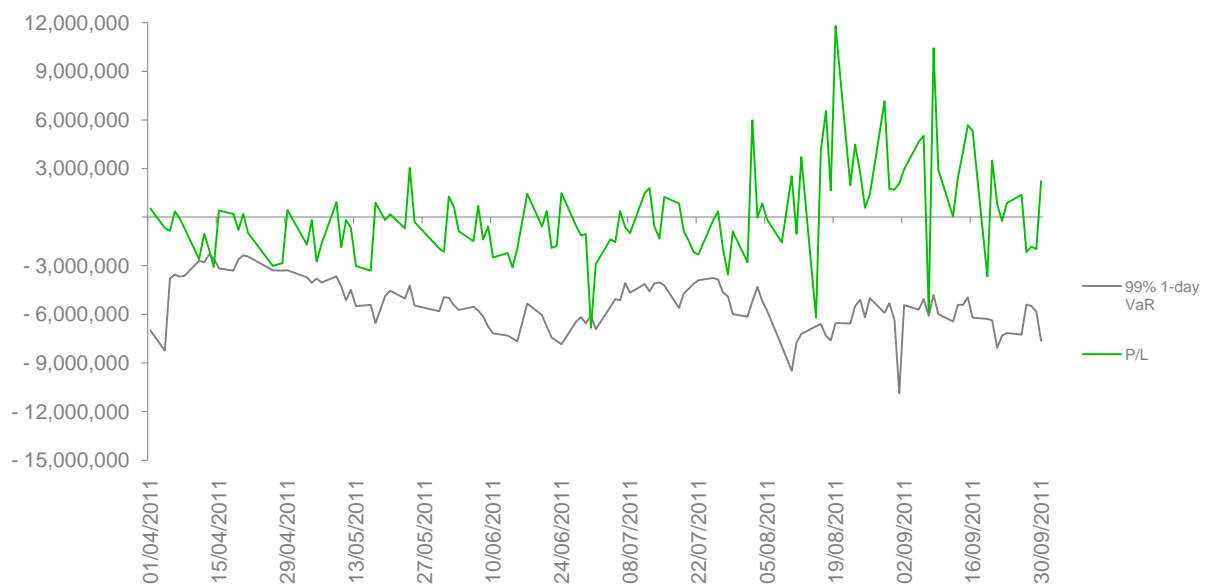
Unaudited

Risk management

Traded market risk management

The graph below shows total daily VaR and profit and loss figures for our trading activities over the reporting period. The values are for the 99% one-day VaR, i.e. 99% of the time, the total trading activities will not lose more than the values depicted below. Based on these graphs, we can gauge the accuracy of the VaR figures.

99% 1-day VaR Backtesting (Rands)



Over the 6-month period the South African trading desks experienced four VaR exceptions. While this is more than expected, the losses were due to normal trading activities. These losses were driven by the extreme volatility in the markets, in particular the forex and interest rate markets



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

ETL 95% (one day)

R'million	30 Sept 2011	31 March 2011
Commodities	0.1	0.1
Equity derivatives	3.2	3.3
Foreign exchange	5.5	1.3
Interest rates	2.8	2.4
Consolidated*	7.3	5.8

*The consolidated ETL for each desk is lower than the sum of the individual ETL's. This arises from the correlation offset between various asset classes.

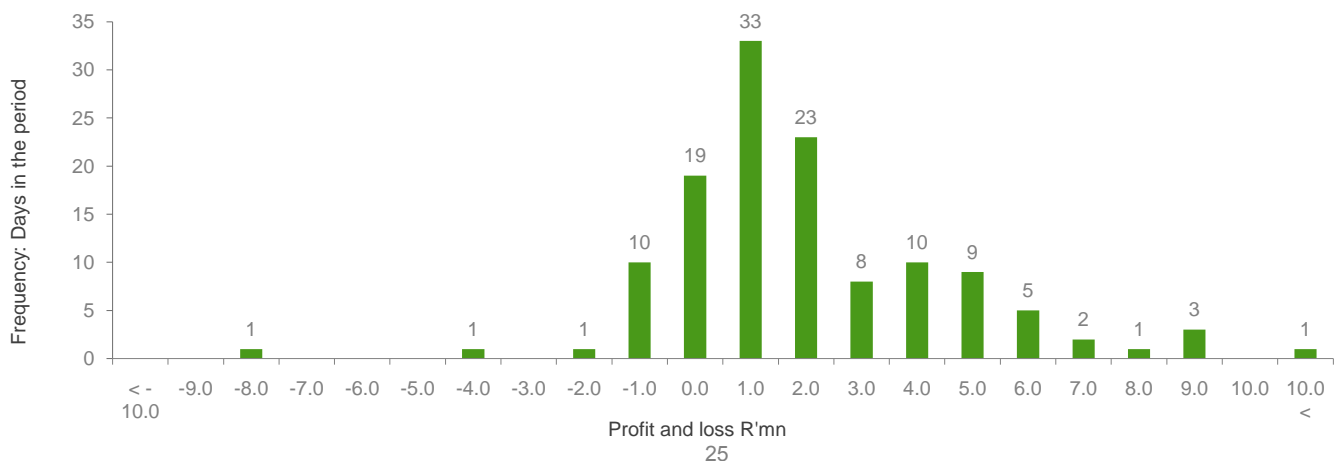
Stress testing

The table below indicates the potential losses that could arise if the portfolio is stress tested under extreme market conditions. These numbers do not assume normality but rather relies on fitting a distribution to the tails of the distribution. This method is known as extreme value theory (EVT), the reported stress scenario below calculates the 99% EVT which is a 1-in-8 year possible loss event.

R'million	Using 99% EVT 30 Sept 2011	Using 99% EVT 31 March 2011
Commodities	0.2	0.3
Equity derivatives	7.8	24.3
Foreign exchange	9.3	5.6
Interest rates	5.6	10.0
Consolidated	11.6	13.6

Profit and loss histograms

The histogram below illustrates the distribution in daily revenue during the period for our trading businesses. The distribution is skewed to the profit side and the graph shows that trading revenue was realised on 96 days out of a total of 128 days in the trading business. The average daily trading revenue generated for the six months ended 30 September 2011 was R1.6 million (March 2011: R1.2 million)





Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Balance sheet risk management

Balance sheet risk management encompasses the independent monitoring and prudential management of financial risks relating to our asset and liability portfolios, comprising market liquidity, funding, concentration and non-trading interest rate risks on balance sheet.

Non-trading interest rate risk description

Non-trading interest rate risk is the impact on net interest earnings and sensitivity to economic value, as a result of increases or decreases in interest rates arising from the execution of our core business strategies and the delivery of products and services to our customers.

Sources of banking-related risk exposures include potential adverse effect of volatility and changes in interest rate levels, yield curves and spreads and optionality inherent in certain products. These affect the interest rate margin realised between lending income and borrowing costs, when applied to our rate sensitive asset and liability portfolios, which has a direct effect on future net interest income and the economic value of equity. The mix of interest rate repricing characteristics is influenced by the underlying financial needs of customers.



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Interest rate sensitivity gap

The table below shows our non-trading interest rate mismatch. These exposures affect the interest rate margin realised between lending income and borrowing costs assuming no management intervention

As at 30 September 2011 R'million	Not > 3 months	> 3 months but < 6 months	> 6 months but < 1 year	> 1 year but < 5 years	> 5 years	Non rate	Total non- trading
Cash and short-term funds - banks	16 804	-	-	-	-	3 930	20 734
Cash and short-term funds - non-banks	5 025	-	-	-	-	-	5 025
Investment/trading assets	20 319	17 014	15 752	6 973	6 932	14 170	81 160
Securitised assets	7 973	1	2	25	2	316	8 319
Advances	102 934	566	863	8 114	4 935	1 322	118 734
Other assets	-	-	-	-	5 321	1 373	6 694
Assets	153 055	17 581	16 617	15 112	17 190	21 111	240 666
Deposits - banks	(8 757)	(257)	(106)	(279)	-	-	(9 399)
Deposits - non-banks	(147 101)	(14 443)	(4 634)	(3 297)	(714)	(1 137)	(171 326)
Negotiable paper	(4 404)	(734)	(294)	(46)	(119)	(1)	(5 598)
Securitised liabilities	(6 258)	-	-	(218)	-	(645)	(7 121)
Investment/trading liabilities	(11 106)	-	-	-	-	(3 312)	(14 418)
Subordinated liabilities	(2 791)	(1 688)	-	(2 187)	(200)	(855)	(7 721)
Other liabilities	-	-	-	-	-	(7 217)	(7 217)
Liabilities	(180 417)	(17 122)	(5 034)	(6 027)	(1 033)	(13 167)	(222 800)
Intercompany loans	11 448	848	(703)	(1 257)	(4 877)	(583)	4 876
Shareholders' funds	(3 179)	(17)	-	-	(871)	(17 489)	(21 556)
Balance sheet	(19 093)	1 290	10 880	7 828	10 409	(10 128)	1 186
Off-balance sheet	20 754	5 685	(12 467)	(8 673)	(6 438)	(47)	(1 186)
Repricing gap	1 661	6 975	(1 587)	(845)	3 971	(10 175)	-
Cumulative repricing gap	1 661	8 636	7 049	6 204	10 175	-	-

Economic value sensitivity

Our preference for monitoring and measuring non-trading interest rate risk is economic value sensitivity. The table below reflects our economic value sensitivity to a 2% parallel shift in interest rates assuming no management intervention. The numbers represent the change to mainly net interest income should such a hypothetical scenario arise. This sensitivity effect does not have a significant direct impact to equity.

'million	Sensitivity to the following interest rates (expressed in original currencies)						All (ZAR)
	ZAR	GBP	USD	EUR	AUD	Other	
200bp down	(28.4)	1.3	8.4	1.5	1.6	-	53.7
200bp up	3.0	(2.0)	(5.6)	0.5	(1.3)	0.1	(73.3)



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Balance sheet risk management

Liquidity risk

Liquidity risk is the risk that we have insufficient capacity to fund increases in assets, or are unable to meet our payment obligations as they fall due, including repaying depositors or maturing wholesale debt. This risk is inherent in all banking operations and can be impacted by a range of institution-specific and market-wide events.

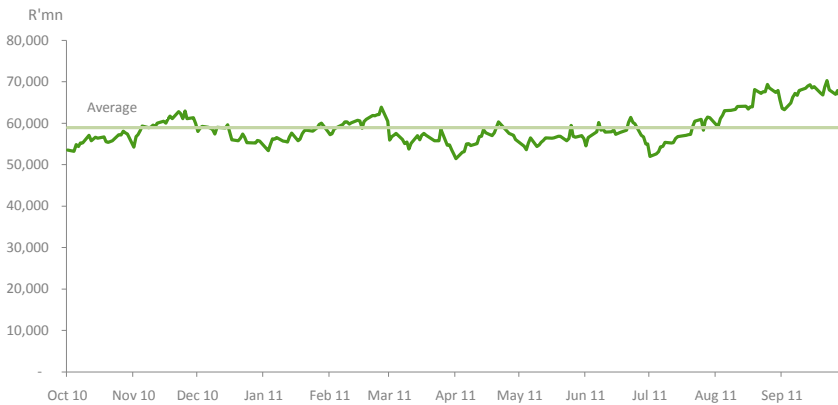
Liquidity risk description

Liquidity risk is further broken down into:

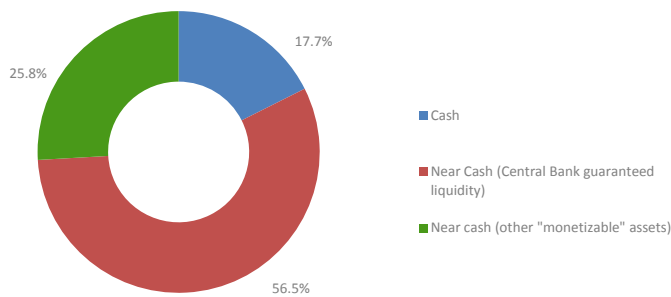
- **Funding liquidity:** which relates to the risk that the bank will be unable to meet current and/or future cash flow or collateral requirements without adversely affecting the normal course of business, its financial position or its reputation
- **Market liquidity:** which relates to the risk that the bank may be unable to trade in specific markets or that it may only be able to do so with difficulty due to market disruptions or a lack of market liquidity.

Sources of liquidity risk include unforeseen withdrawals of demand deposits, restricted access to new funding with appropriate maturity and interest rate characteristics, inability to liquidate a marketable asset timeously with minimal risk of capital loss, unpredicted customer non-payment of loan obligations and a sudden increased demand for loans in the absence of corresponding funding inflows of appropriate maturity.

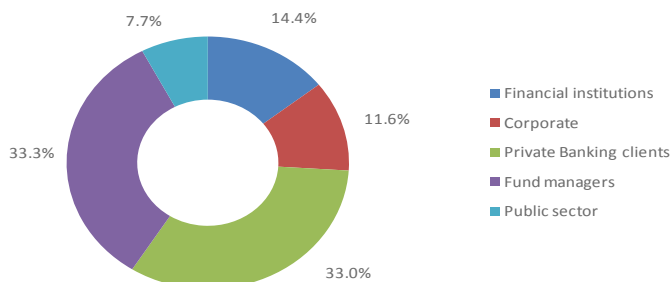
Investec Limited cash and near cash trend



An analysis of cash and near cash as at 30 September 2011 (R62 186 million)



Bank and non-bank depositor concentration by type (R181 478 million)





Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Risk management

Liquidity mismatch

The tables that follow show our liquidity mismatch.

With respect to the contractual liquidity mismatch:

• No assumptions are made, and we record all asset and liabilities with the underlying contractual maturity as determined by the cash flow profile for each deal.

• As an integral part of the broader liquidity generation strategy, we maintain a liquidity buffer in the form of unencumbered cash, government, or bank paper (typically eligible for repurchase with the central bank), and near cash as a buffer against both expected and unexpected cash flows.

The actual contractual profile of this asset class is of little consequence, as practically Investec would meet any unexpected net cash outflows by selling these securities. We have:

- Set the time horizon to one month to monetise our cash and near cash portfolio of "available for sale" discretionary treasury assets, where there are deep secondary markets for this elective asset class.

- Set the time horizon to "on demand" to monetise our statutory liquid assets for which liquidity is guaranteed by the central bank.

- Reported the "contractual" profile by way of a note to the tables.

With respect to the behavioural liquidity mismatch:

• The new funding we would require under normal business circumstances is shown in the "behavioural mismatch". To this end, behavioural profiling is applied to liabilities with an indeterminable maturity, as the contractual repayments of many customer accounts are on demand or at short notice but expected cash flows vary significantly from contractual maturity. An internal analysis model is used, based on statistical research of the historical series of products, which models the point of probable maturity. In addition, re-investment behaviour, with profile and attrition based on history, is applied to term deposits in the normal course of business.

Contractual liquidity

As at 30 September 2011 R'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 5 years	> 5 years	Total
Cash and short term funds - banks*	17 537	2 090	135	15	32	1 210	-	21 019
Cash and short term funds - non-banks	4 967	32	26	-	-	-	-	5 025
Investment/trading assets**	31 954	22 727	1 498	2 005	5 019	27 305	17 761	108 269
Securitised assets	1 132	55	299	193	321	1 981	4 338	8 319
Advances	2 946	5 540	9 369	9 942	12 966	47 710	30 261	118 734
Other assets	-	250	-	-	748	625	5 683	7 306
Assets	58 536	30 694	11 327	12 155	19 086	78 831	58 043	268 672
Deposits - banks	(5 644)	(1 352)	(331)	(54)	(296)	(1 722)	-	(9 399)
Deposits - non banks	(61074)^	(20 791)	(35 214)	(19 178)	(18 064)	(15 785)	(1 973)	(172 079)
Negotiable paper	-	(239)	(1 485)	(2 041)	(760)	(409)	(664)	(5 598)
Securitized liabilities	(44)	(717)	(744)	-	-	(5 466)	(150)	(7 121)
Investment/trading liabilities	(7)	(9 559)	(1 731)	(1 402)	(2 202)	(16 974)	(5 544)	(37 419)
Subordinated liabilities	-	(1 710)	-	(1 688)	-	(3 628)	(695)	(7 721)
Other liabilities	(251)	(1 603)	(288)	(492)	(911)	(521)	(3 651)	(7 717)
Liabilities	(67 020)	(35 971)	(39 793)	(24 855)	(22 233)	(44 505)	(12 677)	(247 054)
Shareholders' funds	-	-	-	-	-	-	-	(21 618)
Liquidity gap	(8 484)	(5 277)	(28 466)	(12 700)	(3 147)	34 326	23 748	-
Cumulative liquidity gap	(8 484)	(13 761)	(42 227)	(54 927)	(58 074)	(23 748)	-	-

Note: contractual liquidity adjustments

R'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 3 years	> 5 years	Total
*Cash and short term funds - banks	13 622	2 090	135	15	32	1 210	3 915	21 019
**Investment/trading assets	166	13 468	6 331	17 756	22 745	29 304	18 499	108 269

Behavioural liquidity

R'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 3 years	> 5 years	Total
Behavioural liquidity gap	37 833	(4 375)	(3 644)	(2 513)	(771)	(62 658)	36 127	-
Cumulative	37 833	33 458	29 814	27 301	26 531	(36 127)	-	-

^ Includes call deposits of R 58 billion and the balance reflects term deposits which have finally reached/are reaching contractual maturity

Investec Limited silo financial information (excluding the results of Investec plc)



Capital adequacy

Unaudited

R'million	30 Sept 2011	31 March 2011	30 Sept 2010
Regulatory capital			
Tier 1			
Share premium	10,887	10,719	10,719
Retained income	11,836	10,903	9,957
Treasury shares	(849)	(807)	(942)
Other reserves	144	389	607
Intangible assets	(307)	(314)	(351)
Primary capital (tier 1)	21,711	20,890	19,990
Less: deductions	(278)	(297)	(332)
	21,433	20,593	19,658
Tier 2			
Aggregate amount	6,809	7,039	7,129
Less: deductions	(278)	(297)	(332)
	6,531	6,742	6,797
Total capital	27,964	27,335	26,455
Risk-weighted assets (banking and trading)	178,181	172,370	162,888
Credit risk - prescribed standardised exposure classes	129,730	124,918	124,249
Corporates	80,695	79,376	74,258
Secured on real estate property	12,592	12,270	11,524
Counterparty risk on trading positions	5,011	4,153	4,424
Short term claims on institutions and corporates	17,380	16,342	16,166
Retail	3,318	3,067	7,620
Institutions	9,797	8,892	9,704
Other exposure classes	937	818	553
Securitised exposures	3,713	4,737	3,557
Equity risk - standardised approach	24,226	22,740	14,754
Listed equities	3,277	3,646	941
Unlisted equities	20,949	19,094	13,813
Market risk - portfolios subject to internal models approach	1,713	1,358	1,725
Interest rate	314	420	373
Foreign exchange	299	221	334
Commodities	8	9	9
Equities	1,092	708	1,009
Operational risk - standardised approach	18,799	18,617	18,603
Capital requirements	16,927	16,377	15,475
Credit risk - prescribed standardised exposure classes	12,324	11,869	11,805
Corporates	7,666	7,541	7,055
Secured on real estate property	1,196	1,166	1,095
Counterparty risk on trading positions	476	395	420
Short term claims on institutions and corporates	1,651	1,553	1,536
Retail	315	291	724
Institutions	931	845	922
Other exposure classes	89	78	53
Securitised exposures	353	450	338
Equity risk - standardised approach	2,301	2,160	1,401
Listed equities	311	346	89
Unlisted equities	1,990	1,814	1,312
Market risk - portfolios subject to internal models approach	163	129	164
Interest rate	30	40	35
Foreign exchange	28	21	32
Commodities	1	1	1
Equities	104	67	96
Operational risk - standardised approach	1,786	1,769	1,767
Capital adequacy ratio	15.7%	15.9%	16.2%
Tier 1 ratio	12.0%	11.9%	12.1%
Capital adequacy ratio - pre operational risk	17.5%	17.8%	18.3%
Tier 1 ratio - pre operational risk	13.4%	13.4%	13.6%



Investec Limited silo financial information (excluding the results of Investec plc)

Unaudited

Analysis of rated counterparties in each standardised credit risk exposure class

The table below shows the exposure amounts associated with the credit quality steps and the relevant risk weightings.

Credit quality steps	Risk weight	30 Sept 2011		31 March 2011	
		Exposure R'mn	Exposure after credit risk mitigation R'mn	Exposure R'mn	Exposure after credit risk mitigation R'mn
Central Banks and Sovereigns:					
1	0%	40,715	40,715	35,074	35,074
2	20%	-	-	-	-
3	50%	17	17	46	46
4	100%	-	-	-	-
5	100%	-	-	-	-
6	150%	-	-	-	-
Institutions original effective maturity of more than three months:					
1	20%	1,632	1,558	2,993	2,993
2	50%	14,286	10,440	9,088	9,088
3	50%	7,924	7,815	6,540	6,384
4	100%	-	-	-	-
5	100%	-	-	-	-
6	150%	-	-	-	-
Short term claims on institutions:					
1	20%	3,747	3,747	1,375	1,375
2	20%	3,199	3,199	743	743
3	20%	3,783	3,669	2,038	783
4	50%	-	-	-	-
5	50%	-	-	-	-
6	150%	-	-	-	-
Corporates:					
1	20%	750	505	188	188
2	50%	191	106	57	57
3	100%	106	106	330	262
4	100%	123	123	116	116
5	150%	-	-	-	-
6	150%	-	-	55	55
Securitisation positions:					
1	20%	1,735	1,735	2,017	2,017
2	50%	1,929	1,929	1,963	1,963
3	100%	993	993	1,150	1,150
4	350%	338	338	600	600
5	1250%	556	556	583	583
Total rated counterparty exposures		82,024	77,551	64,956	63,477