| Investec plc | Investec Limited |
|-----------------------------------|--|
| Incorporated in England and Wales | Incorporated in the Republic of South Africa |
| (Registration number 3633621) | (Registration number 1925/002833/06) |
| JSE share code: INP | JSE share code: INL |
| LSE share code: INVP | NSX share code: IVD |
| ISIN: GB00B17BBQ50 | BSE share code: INVESTEC |
| | ISIN: ZAE000081949 |

Investec plc and Investec Limited (unaudited combined results for the six months to 30 September 2013)

Investec, the international specialist bank and asset manager, announces today its results for the six months to 30 September 2013

Highlights

- Operating profit before goodwill, acquired intangibles, non-operating items and taxation and after other non-controlling interests ("operating profit") decreased 2.3% to GBP222.8 million (2012: GBP228.1 million)
- As the group's results have been negatively impacted by the depreciation of the average Rand: Pounds Sterling exchange rate of approximately 16% over the period, both Rand and Pound Sterling financial features are reflected in the table below
- Asset Management reported results 6.8% ahead of the prior year and Wealth & Investment's results increased 35.0%, with both divisions benefiting from higher levels of average funds under management and combined net inflows in excess of GBP1.8 billion
- The Specialist Banking business reported a decline in operating profit of 12.9%
- The South African Specialist Bank posted a strong performance from the majority of businesses, with operating profit increasing 45.4% in Rands
- In the UK Specialist Bank the ongoing business reported an operating profit of GBP76.1million, whilst the legacy business reported a loss of GBP49.2 million
- In Australia a review of the business was undertaken and a number of businesses subsequently, closed down. Continuing operations reported an operating profit of A\$11.9 million
- Recurring income as a percentage of total operating income amounted to 72.1% (2012: 69.4%)
- Impairments have decreased by 28.2%, with the credit loss charge as a percentage of average gross core loans and advances improving from 0.84% at 31 March 2013 to 0.71%
- The group maintained a sound capital position with core/common equity tier one ratios of 9.1% for Investec plc (per Basel II) and 9.5% for Investec Limited (per Basel III).
- Liquidity remains strong with cash and near cash balances amounting to GBP8.6 billion

Financial features

| | Results | s in Pounds Sterl | ing | F | Results in Rand | |
|---|----------------------------------|----------------------------------|-------------|----------------------------------|----------------------------------|-------------|
| | Six months to 30 Sept 2013 | Six months to 30 Sept 2012 | % change | Six months to 30 Sept 2013 | Six months to 30 Sept 2012 | % change |
| Adjusted operating profit before taxation* (million) | GBP 223 | GBP 228 | (2.3) | R3 394 | R2 982 | 13.8 |
| Earnings attributable to shareholders (million) | GBP 164 | GBP 167 | (1.8) | R2 503 | R2 187 | 14.4 |
| Adjusted earnings attributable to shareholders** (million) | GBP 164 | GBP 167 | (1.8) | R2 499 | R2 210 | 13.1 |
| Adjusted earnings per share** | 19.1p | 19.5p | (2.1) | 291c | 258c | 12.8 |
| Basic earnings per share | 16.3p | 16.6p | (1.8) | 249c | 217c | 14.7 |
| Headline earnings per share | 15.6p | 15.8p | (1.3) | 238c | 207c | 15.0 |
| Dividends per share | 8.0p | 8.0p | - | 131c | 112c | 17.0 |
| Cost to income ratio | 67.5% | 64.8% | | | | |
| | At 30 Sept 2013 | At 31 March 2013 | % change | At 30 Sept 2013 | At 31 March 2013 | % change |
| Net asset value per share | 374.0p | 384.2p | (2.7) | 6 091c | 5 362c | 13.6 |
| Total equity (million) | GBP 4 005 | GBP 3 942 | 1.6 | R65 225 | R55 008 | 18.6 |
| Total assets (million) | GBP 47 530 | GBP 52 010 | (8.6) | R774 036 | R725 861 | 6.6 |
| Core loans and advances (million) | GBP 17 391 | GBP 18 415 | (5.6) | R283 215 | R257 002 | 10.2 |
| Cash and near cash balances (million) | GBP 8 619 | GBP 9 828 | (12.3) | R140 362 | R137 161 | 2.3 |
| Customer deposits (million) | GBP 23 231 | GBP 24 461 | (5.3) | R378 320 | R341 377 | 10.8 |
| Third party assets under management (million) | GBP 106 658 | GBP 110 678 | 3.6 | R1 735 541 | R1 544 639 | 12.4 |
| Return on average adjusted shareholders' equity | 10.0% | 9.40% | | | | |
| Return on average risk-weighted assets | 1.13% | 1.06% | | | | |
| Defaults (net of impairments and before collateral) as a percentage of net core loans | 2.74% | 2.73% | | | | |
| Loans and advances to customers as a percentage of customer deposits | 71.1% | 71.5% | | | | |

^{*} Before goodwill, acquired intangibles, non-operating items and after other non-controlling interests.

Business highlights - operating profit

- Asset Management: increase of 6.8% to GBP71.9 million (2012: GBP67.4 million)
- Wealth & Investment: increase of 35.0% to GBP30.8 million (2012: GBP22.9 million)
- Specialist Banking: decrease of 12.9% to GBP120.0 million (2012: GBP137.8 million)

^{**} Before goodwill, acquired intangibles, non-operating items and after total non-controlling interests.

^{*} Before goodwill, acquired intangibles, non-operating items, and after other non-controlling interests

^{* *}Before goodwill, acquired intangibles, non-operating items, and after total non-controlling interests

Stephen Koseff, Chief Executive Officer of Investec said:

"We have delivered results at the top end of what we anticipated, despite a sharp fall in the Rand without which we would have shown a 13% increase in earnings. We have worked hard to deal with many of the legacy issues within the group and will continue to take decisive action in order to ensure Investec is in the right shape to take advantage of the recovery in the world economy and markets."

Bernard Kantor, Managing Director of Investec said:

"We are showing good growth in the vast majority of our businesses, and where growth is not in line with our expectations, we are tackling those issues head on. Our aim is to ensure we focus, build and expand the areas where we have core competencies that can generate appropriate shareholder returns across our business. As previously mentioned, we will effectively deal with those businesses that cannot deliver decent returns."

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Presentation/conference call details

A presentation on the results will commence at 9:00 UK time/11:00 SA time. Viewing options as below:

- Live on South African TV (Business day TV channel 412 DSTV)
- A live and delayed video webcast at <u>www.investec.com</u>
- Toll free numbers for the telephone conference facilities
 - SA participants: 0800 200 648
 - UK participants: 0800 917 7042
 - rest of Europe and other participants: +800 246 78 700
 - Australian participants: 1800 350 100
 - USA participants: 1866 752 6302

About Investec

Investec is an international specialist bank and asset manager that provides a diverse range of financial products and services to a niche client base in three principal markets, the United Kingdom, South Africa and Australia as well as certain other countries. The group was established in 1974 and currently has approximately 8 200 employees.

Investec focuses on delivering distinctive profitable solutions for its clients in three core areas of activity namely, Asset Management, Wealth & Investment and Specialist Banking.

In July 2002 the Investec group implemented a dual listed company structure with listings on the London and Johannesburg Stock Exchanges. The combined group's current market capitalisation is approximately GBP3.8 billion.

Investec plc and Investec Limited (combined results)

Unaudited combined consolidated financial results for the six months to 30 September 2013

Overall group performance

Operating profit before goodwill, acquired intangibles, non-operating items and taxation and after other non-controlling interests ("operating profit") decreased 2.3% to GBP222.8 million (2012: GBP228.1 million). Overall group results have been negatively impacted by the depreciation of the average Rand: Pounds Sterling exchange rate of approximately 16% over the period.

Asset Management reported results 6.8% ahead of the prior year and Wealth & Investment's results increased 35.0%, with both divisions benefiting from higher levels of average funds under management and net inflows of GBP1.4 billion and GBP400 million, respectively. Operating profit in the Specialist Banking business declined 12.9% largely due to the depreciation of the Rand and lower investment and fee income earned in the UK and Australian banking businesses, partially offset by a strong performance from the South African banking business and a substantial decline in impairments.

The combined South African business reported an increase in operating profit of 35.6% in Rand terms benefiting from growth in revenue and fixed cost containment. The combined UK business reported results behind the prior period, but significantly ahead of the second half of the 2013 financial year. The Australian business was strategically restructured with a focus on improving profitability and returns and enhancing operational efficiencies.

Salient features of the period under review are:

- Adjusted earnings attributable to shareholders before goodwill, acquired intangibles and non-operating items decreased 1.7% to GBP164.1 million (2012: GBP167.0 million) an increase of 13.2% on a currency neutral basis.
- Adjusted earnings per share (EPS) before goodwill, acquired intangibles and non-operating items decreased 2.1% from 19.5 pence to 19.1 pence an increase of 12.4% on a currency neutral basis.
- Recurring income as a percentage of total operating income amounted to 72.1% (2012: 69.4%).
- The annualised credit loss charge as a percentage of average gross core loans and advances has improved from 0.84% at 31 March 2013 to 0.71%, with impairments decreasing by 28.2% to GBP83.1 million.
- Third party assets under management decreased 3.6% to GBP106.7 billion (31 March 2013: GBP110.7 billion) an increase of 2.6% on a currency neutral basis.
- Customer accounts (deposits) decreased 5.3% to GBP23.2 billion (31 March 2013: GBP24.5 billion) an increase of 4.3% on a currency neutral basis.
- Core loans and advances decreased 5.6% to GBP17.4 billion (31 March 2013: GBP18.4 billion) an increase of 4.7% on a currency neutral basis.
- The board declared a dividend of 8.0 pence per ordinary share (2012: 8.0 pence) resulting in a dividend cover based on the group's adjusted EPS before goodwill and non-operating items of 2.4 times (2012: 2.5 times), consistent with the group's dividend policy.

Business unit review

The group's asset management and wealth management businesses have sound franchises and remain focused on broadening their client base and generating net inflows. Further investment in distribution platforms, IT and online infrastructure and experienced portfolio managers is important for supporting future revenue growth in these businesses. The challenge for the group remains to ensure its Specialist Banking businesses are in the best

possible shape to take advantage of the upturn in markets and generate the appropriate shareholder returns. The group has made progress in this regard with the focus remaining on efficiency and balance sheet optimisation, whilst growing the business organically and managing down the legacy portfolios.

Asset Management

Asset Management increased operating profit 6.8% to GBP71.9 million (2012: GBP67.4 million) benefiting from higher average funds under management and net inflows of GBP1.4 billion. Total funds under management amount to GBP66.2 billion (31 March 2013: GBP69.8 billion). Operating margin has remained stable at 34.3%. The division's long-term investment performance remains solid with 88% of portfolios outperforming benchmarks on a 10-year annualised basis. The sale of the 15% stake in the business to management was completed on 31 July 2013.

Wealth & Investment

Wealth & Investment operating profit increased by 35.0% to GBP30.8 million (2012: GBP22.9 million) supported by higher average funds under management, net inflows of GBP0.4 billion and improved operating margins. Total funds under management amount to GBP40.0 billion (31 March 2013: GBP40.4 billion). The business in the UK has expanded its footprint across the region, successfully completing the integration of the Williams de Broë business. In addition, the business in South Africa has benefitted from greater co-operation with the Private Bank in leveraging the group's private client platform, and has made progress in integrating and leveraging off the division's global investment platform.

Specialist Banking

Specialist Banking operating profit decreased by 12.9% to GBP120.0 million (2012: GBP137.8 million).

South Africa saw strong growth in net fee and commission income driven largely by an increase in corporate and property fund fees. Improved customer flow activity has resulted in an increase in trading income. The unlisted private equity portfolio performed well during the period. The group continued to grow its professional finance business and the investment and trading property portfolios delivered a sound performance.

In the UK the principal investment portfolios performed well and the division recorded good growth in its professional and specialised lending and asset finance loan portfolios. Lower fee and commission income was recorded in the period however, deal pipelines remain sound. Investment and trading income was negatively impacted by lower returns earned on the fixed income portfolio. The ongoing business reported operating profit of GBP76.1 million, whilst the legacy business reported a loss of GBP49.2 million.

Following a review conducted in Australia, a number of businesses which lacked scale or alignment with the greater group were closed. The restructure costs resulting from this action are included in the current period's results. Focus remains on building businesses in select niches which are strategically aligned with the broader group. The continuing operations made an operating profit of A\$11.9 million during the period.

Further information on key developments within each of the business units is provided in a detailed report published on the group's website: http://www.investec.com

Financial statement analysis

Total operating income

Total operating income before impairment losses on loans and advances decreased by 2.5% to GBP941.8 million (2012: GBP965.9 million).

Net interest income decreased by 9.0% to GBP318.4 million (2012: GBP349.8 million) largely due to a lower return earned on the group's liquid asset and cash portfolio in South Africa following a decrease in interest rates, and less interest earned on the legacy portfolios which are running down. This was partially offset by loan book growth and lower cost of funding, notably in the UK and Australia.

Net fee and commission income increased by 5.0% to GBP484.9 million (2012: GBP461.7 million) as a result of higher average funds under management and net inflows in the asset management and wealth management businesses. The Specialist Banking business recorded a decrease in net fees and commissions due to lower corporate fees earned in the UK and Australia, with the South African business benefiting from increased client activity.

Investment income decreased by 16.2% to GBP61.8 million (2012: GBP73.8 million). The group's private equity investment portfolios performed well, however, results were offset by lower income earned on the fixed income portfolio in the UK.

Trading income arising from customer flow increased 59.0% to GBP54.4 million (2012:GBP34.2 million) whilst trading income from other trading activities decreased by 46.2% to GBP13.7 million (2012: GBP25.4 million) due to gains arising from the sale of bonds not repeated in the current period.

Other operating income includes associate income and income earned on an operating lease portfolio.

Impairment losses on loans and advances

Impairments on loans and advances decreased from GBP115.6 million to GBP83.1 million. Australia reported an increase whilst impairments in the UK and South Africa were much improved.

Since 31 March 2013 gross defaults have improved from GBP792.2 million to GBP757.5 million. The percentage of default loans (net of impairments but before taking collateral into account) to core loans and advances amounted to 2.74% (31 March 2013: 2.73%). The ratio of collateral to default loans (net of impairments) remains satisfactory at 1.17 times (31 March 2013: 1.26 times).

Operating costs

The ratio of total operating costs to total operating income was 67.5% (2012:64.8%).

Total operating costs grew by 2.2% to GBP633.5 million (2012: GBP619.6 million) as a result of growth in the asset management and wealth management businesses. Costs in the Specialist Bank have remained flat to marginally higher in home currencies.

Impairment of goodwill

The current period's goodwill impairment largely relates to Asset Management businesses acquired in prior years.

Amortisation of acquired intangibles

Amortisation of acquired intangibles relates to the Wealth & Investment business and mainly comprises amortisation of amounts attributable to client relationships.

Operating costs arising from restructuring and partial disposal of subsidiaries

Operating costs arising from restructuring and partial disposal of subsidiaries includes costs associated with the restructuring of the Australian business, as mentioned above, and operational costs associated with the implementation of the Asset Management transaction.

Taxation

The effective tax rate amounts to 17.4% (2012:19.1%).

Profit attributable to non-controlling interests

Profit attributable to non-controlling interests mainly comprises:

- GBP2.9 million profit attributable to non-controlling interests in the asset management business.
- GBP0.4 million profit attributable to other non-controlling interests.
- A loss of GBP1.9 million relating to Euro denominated preferred securities issued by a subsidiary of Investec plc which are reflected on the balance sheet as
 part of non-controlling interests. (The transaction is hedged and a forex transaction loss arising on the hedge is reflected in operating profit before goodwill
 with the equal and opposite impact reflected in earnings attributable to non-controlling interests).

Balance sheet analysis

Since 31 March 2013:

- Total shareholders' equity (including non-controlling interests) increased by 1.6% to GBP4.0 billion an increase of 8.6% on a currency neutral basis. The weakening of the closing Rand and Australian exchange rates relative to Pounds Sterling has resulted in a reduction in total equity of GBP276 million.
- Net asset value per share decreased 2.7% to 374.0 pence and net tangible asset value per share (which excludes goodwill and intangible assets) decreased by 2.2% to 304.1 pence largely as a result of the depreciation of the Rand as described above. On a currency neutral basis net asset value per share and net tangible asset value per share increased by 5.1% and 7.0%, respectively.
- The return on adjusted average shareholders' equity increased from 9.4% to 10.0%.

Liquidity and funding

Diversifying funding sources has been a key element in improving the resilience of the group's balance sheet and reducing its reliance on wholesale funding. As at 30 September 2013 the group held GBP8.6 billion in cash and near cash balances (GBP4.0 billion in Investec plc and R74.5 billion in Investec Limited) which amounted to 31.0% of its liability base. Loans and advances to customers as a percentage of customer deposits amounted to 71.1% (31 March 2013: 71.3%).

Capital adequacy and leverage ratios

The group is targeting a minimum core/common equity tier one capital ratio above 10% by March 2016 and a total capital adequacy ratio range of 14% to 17% on a consolidated basis for each of Investec plc and Investec Limited respectively. Basel III was implemented on 1 January 2013 in South Africa and Australia and this had a moderate effect on capital ratios. The group's anticipated fully loaded Basel III core tier 1 capital adequacy ratios in both Investec plc and Investec Limited are reflected in the table below.

| | 30 Sept 2013 | 31 Mar 2013 |
|---|--------------|-------------|
| Investec plc | | |
| Capital adequacy ratio (as reported in terms of Basel II) | 16.7% | 16.7% |
| Tier 1 ratio (as reported in terms of Basel II) | 11.2% | 11.0% |
| Core tier 1 ratio (as reported in terms of Basel II) | 9.1% | 8.8% |
| | | |
| Core tier 1 ratio (anticipated Basel III "fully loaded"*) | 8.7% | |

| Leverage ratio (current) | 7.7% | |
|--|-------|-------|
| Leverage ratio (anticipated Basel III "fully loaded"*) | 6.0% | |
| | | |
| Investec Limited | | |
| Capital adequacy ratio (as reported in terms of Basel III) | 15.4% | 15.6% |
| Tier 1 ratio (as reported in terms of Basel III) | 11.2% | 10.8% |
| Common equity tier 1 ratio (as reported in terms of Basel III) | 9.5% | 8.9% |
| | | |
| Common equity tier 1 ratio (anticipated Basel III "fully loaded"*) | 9.4% | |
| | | |
| Leverage ratio (current) | 7.5% | |
| Leverage ratio (anticipated Basel III "fully loaded"*) | 6.5% | |

^{*}Based on the group's understanding of current and draft regulations. "Fully loaded" is based on Basel III capital requirements as fully phased in by 2022.

<u>Outlook</u>

Whilst economic conditions remain mixed, the overall group is improving in shape and capability. Significant progress has been made in identifying and addressing the drag on overall performance. The group will continue to realign the business model to position the business appropriately for future growth and development and the achievement of its financial targets.

On behalf of the boards of Investec plc and Investec Limited

| Sir David J Prosser | Fani Titi | Stephen Koseff | Bernard Kantor |
|------------------------|----------------|-------------------------|-------------------|
| Joint Chairman | Joint Chairman | Chief Executive Officer | Managing Director |

20 November 2013

Notes to the commentary section above

Presentation of financial information

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

In terms of the contracts constituting the DLC structure, Investec plc and Investec Limited effectively form a single economic enterprise in which the economic and voting rights of ordinary shareholders of the companies are maintained in equilibrium relative to each other. The directors of the two companies consider that for financial reporting purposes, the fairest presentation is achieved by combining the results and financial position of both companies.

Accordingly, the interim results for Investec plc and Investec Limited present the results and financial position of the combined DLC group under International Financial Reporting Standards (IFRS), denominated in Pounds Sterling. In the commentary above, all references to Investec or the group relate to the combined DLC group comprising Investec plc and Investec Limited.

Unless the context indicates otherwise, all comparatives included in the commentary above relate to the six months ended 30 September 2012.

Amounts represented on a currency neutral basis for balance sheet items assume that the closing exchange rates of the group's relevant exchange rates, as reflected below, remain the same as at 30 September 2013 when compared to 31 March 2013. Amounts represented on a currency neutral basis for income statement items assume that the average exchange rates of the group's relevant exchange rates, as reflected below, remain the same as at 30 September 2013 when compared to 30 September 2012.

• Foreign currency impact

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

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

| | | Six months to 30 Sep 2013 | | Year to 31 Mar 2013 | | ths to 2012 |
|-------------------------|------------|------------------------------|---------------|------------------------|------------|----------------|
| Currency per GBP1.00 | Period end | Average | Period end | Average | Period end | Average |
| South African Rand | 16.29 | 15.03 | 13.96 | 13.44 | 13.39 | 12.96 |
| Australian Dollar | 1.73 | 1.63 | 1.46 | 1.53 | 1.55 | 1.54 |
| Euro | 1.20 | 1.17 | 1.18 | 1.23 | 1.26 | 1.24 |

| US Dollar | 1.62 | 1.54 | 1.52 | 1.58 | 1.61 | 1.58 |
|-----------|------|------|------|------|------|------|
| | | | | | | |

Exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average exchange rate over the period has depreciated by 16.0% and the closing rate has depreciated by 16.7% since 31 March 2013.

Accounting policies and disclosures

These unaudited summarised combined consolidated financial results have been prepared in terms of the recognition and measurement criteria of International Financial Reporting Standards, and the presentation and disclosure requirements of IAS 34, (Interim Financial Reporting).

The accounting policies applied in the preparation of the results for the period to 30 September 2013 are consistent with those adopted in the financial statements for the year ended 31 March 2013 except as noted below.

The group has adopted the following new standards and amendments to standards, including any consequential amendments to other standards: IFRS 10 Consolidated Financial Statements, IFRS 11 Joint Arrangements, IFRS 13 Fair Value Measurement, Presentation of other comprehensive income (Amendments to IAS 1), IAS19 Employee Benefits.

The financial results have been prepared under the supervision of Glynn Burger, the Group Risk and Finance Director. The financial statements for the six months to 30 September 2013 will be posted to stakeholders on 29 November 2013. These accounts will be available on the group's website at the same date

ACCOUNTING RESTATEMENTS AND ADOPTION OF IFRS 13

The group has adopted the following new or revised standards from 1 April 2013:

IFRS 10 - Consolidations

The revised standard on consolidation has been applied retrospectively, with the impact to prior reported periods disclosed in the restatement tables below. The application of the single definition of control contained in the standard has resulted in the consolidation of certain special purpose vehicles in which the group has exposure to variable returns (not necessarily the majority thereof) and has the ability to affect such returns by exercising control over the activities of the entity.

IFRS 13 - Fair value

The new accounting standard has been applied prospectively from 1 April 2013. The standard defines fair value as being a market-based measurement and set out in a single IFRS standard a framework for the measurement of fair value. Application of the standard has not had a material impact on the recognition and measurement of assets and liabilities of the group.

IAS 19 – Employee Benefits

The revisions to the standard have been applied retrospectively. For the group, the standard has revised the basis on which the return on assets is determined, with a relatively immaterial impact.

The impact to the comparative balance sheets and income statements is provided in the tables below

Proviso Proviso

- Please note that matters discussed in this announcement may contain forward looking statements which are subject to various risks and uncertainties and other factors, including, but not limited to:
- 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 risks.
- A number of these factors are beyond the group's control.
- These factors may cause the group's actual future results, performance or achievements in the markets in which it operates to differ from those expressed or implied.
- Any forward looking statements made are based on the knowledge of the group at 20 November 2013.
- The information in the announcement for the six months ended 30 September 2013, which was approved by the board of directors on 20 November 2013, does not constitute statutory accounts as defined in Section 435 of the UK Companies Act 2006. The 31 March 2013 financial statements were filed with the registrar and were unqualified with the audit report containing no statements in respect of sections 498(2) or 498(3) of the UK Companies Act.

| Combined consolidated income statement | Oire recently a ta | 0: | V |
|--|--------------------|---------------|-------------|
| | Six months to | Six months to | Year to |
| ODD 1000 | 30 September | 30 September | 31 March |
| GBP '000 | 2013 | 2012* | 2013* |
| Interest income | 979 825 | 1 127 497 | 2 132 715 |
| Interest expense | (661 411) | (777 731) | (1 429 108) |
| Net interest income | 318 414 | 349 766 | 703 607 |
| Fee and commission income | 561 079 | 534 981 | 1 110 398 |
| Fee and commission expense | (76 203) | (73 270) | (143 578) |
| Investment income | 61 828 | 73 791 | 181 992 |
| Trading income arising from | | | |
| – customer flow | 54 431 | 34 223 | 70 859 |
| balance sheet management and other trading activities | 13 668 | 25 408 | 34 038 |
| Other operating income | 8 577 | 20 976 | 42 153 |
| Total operating income before impairment losses on loans and advances | 941 794 | 965 875 | 1 999 469 |
| Impairment losses on loans and advances | (83 087) | (115 640) | (251 012) |
| Operating income | 858 707 | 850 235 | 1 748 457 |
| Operating costs | (633 526) | (619 601) | (1 303 033 |
| Depreciation on operating leased assets | (3 856) | (9 765) | (16 072 |
| Operating profit before goodwill and acquired intangibles | 221 325 | 220 869 | 429 352 |
| Impairment of goodwill | (854) | (4 751) | (15 175 |
| Amortisation of acquired intangibles | (6 702) | (6 631) | (13 313 |
| Operating costs arising from integration, restructuring and partial disposal of subsidiaries | (15 239) | (9 462) | (13 119 |
| Operating profit | 198 530 | 200 025 | 387 74 |
| Non-operational costs arising from acquisition of subsidiary | _ | (1 903) | (1 249 |
| Profit before taxation | 198 530 | 198 122 | 386 496 |
| Taxation on operating profit before goodwill and acquired intangibles | (38 616) | (42 222) | (79 064 |
| Taxation on acquired intangibles and acquisition/disposal/integration of subsidiaries | 5 827 | 4 022 | 5 97 |
| Profit after taxation | 165 741 | 159 922 | 313 409 |
| Profit attributable to Asset Management non-controlling interests | (2 950) | (183) | (243 |
| Losses/(profit) attributable to other non-controlling interests | 1 493 | 7 201 | (3 074 |
| Earnings attributable to shareholders | 164 284 | 166 940 | 310 092 |
| Earnings attributable to shareholders | 164 284 | 166 940 | 310 092 |
| Impairment of goodwill | 854 | 4 751 | 15 17 |
| Amortisation of acquired intangibles, net of taxation | 875 | 4 907 | 9 852 |
| Operating costs arising from integration, restructuring and partial disposal of subsidiaries | 15 239 | 9 067 | 11 852 |
| Preference dividends paid | (23 961) | (25 021) | (39 104 |
| Additional earnings attributable to other equity holders | 5 411 | 5 818 | 109 |
| Currency hedge attributable to perpetual equity instruments | 1 419 | 581 | 1 334 |
| Earnings before goodwill impairment and non-operating items | 164 121 | 167 043 | 309 310 |
| Headline adjustments | (29 783) | (32 202) | (44 083 |
| Headline earnings | 134 338 | 134 841 | 265 227 |
| Earnings per share (pence) | 107 000 | 10-10-1 | 200 22 |
| - Basic | 16.3 | 16.6 | 31.7 |
| - Diluted | 15.4 | 15.7 | 29.8 |
| Adjusted earnings per share (pence) | 15.4 | 13.7 | 29.0 |

| – Basic | 19.1 | 19.5 | 36.1 |
|---|-------|-------|-------|
| – Diluted | 18.1 | 18.5 | 34.0 |
| Headline earnings per share (pence) | | | |
| – Basic | 15.6 | 15.8 | 31.0 |
| – Diluted | 14.8 | 14.9 | 29.2 |
| Number of weighted average shares – (million) | 859.6 | 855.2 | 856.0 |

^{*}As restated for restatements detailed in the commentary section of this report.

| Combined consolidated statement of comprehensive income | | | |
|--|---------------|---------------|-----------|
| • | Six months to | Six months to | Year to |
| | 30 September | 30 September | 31 March |
| GBP '000 | 2013 | 2012* | 2013* |
| Profit after taxation | 165 741 | 159 922 | 313 409 |
| Other comprehensive (loss)/ income: | | | |
| Fair value movements on cash flow hedges taken directly to other comprehensive income† | (7 772) | (9 535) | (16 202) |
| Gains on realisation of available-for-sale assets recycled through the income statement† | (3 123) | (11 007) | (1 713) |
| Fair value movements on available-for-sale assets recycled through other | | | |
| comprehensive income† | (17 588) | 10 778 | 4 387 |
| Foreign currency adjustments on translating foreign operations | (276 215) | (144 687) | (182 532) |
| Pension fund actuarial losses [^] | _ | _ | (7 078) |
| Total comprehensive (loss)/income | (138 957) | 5 471 | 110 271 |
| Total comprehensive loss attributable to non-controlling interests | (16 188) | (19 607) | (15 815) |
| Total comprehensive (loss)/income attributable to ordinary shareholders | (146 730) | 57 | 86 982 |
| Total comprehensive income attributable to perpetual preferred securities | 23 961 | 25 021 | 39 104 |
| Total comprehensive (loss)/income | (138 957) | 5 471 | 110 271 |

[^]Pension fund actuarial losses will not be reclassified to the income statement.

| Summarised combined consolidated statement of changes in equity | | | |
|---|---------------|---------------|-----------|
| | Six months to | Six months to | Year to |
| | 30 September | 30 September | 31 March |
| GBP '000 | 2013 | 2012* | 2013* |
| Balance at the beginning of the period | 3 941 515 | 3 958 125 | 3 958 125 |
| Total comprehensive (loss)/income for the period | (138 957) | 5 471 | 110 271 |
| Share-based payments adjustments | 33 204 | 34 382 | 63 154 |
| Dividends paid to ordinary shareholders | (81 906) | (78 622) | (147 660) |
| Dividends paid to perpetual preference shareholders | (23 961) | (25 021) | (39 104) |
| Dividends paid to non-controlling interests | (265) | (116) | (230) |
| Issue of ordinary shares | 31 650 | 34 685 | 34 685 |
| Issue of perpetual preference shares | _ | 24 263 | 24 263 |
| Acquisition of non-controlling interests | (254) | (4 111) | (3 814) |
| Non-controlling interest relating to disposal of subsidiaries | _ | 220 | 220 |
| Movement of treasury shares | (46 614) | (27 315) | (58 395) |
| Capital conversion of subsidiary** | 126 681 | | _ |
| Non-controlling interests relating to partial disposal of subsidiaries [^] | 164 067 | - | _ |
| Balance at the end of the period | 4 005 160 | 3 921 961 | 3 941 515 |

^{*} As restated for restatements detailed in the commentary section of this report.

^{*} As restated for restatements detailed in the commentary section of this report.
† Net of taxation of six months to 30 September 2013: GBP 2.4 million; (six months to September 2012: GBP 3.1 million; Year to 31 March 2013: GBP 8.2 million).

^{**} On 16 August 2013 the Investec Property Fund converted subordinated debt in issue to equity.

[^] The increase in equity of GBP 164 million relates to the 15% disposal of Investec Asset Management

| At | | | | |
|--|-------------------|----------------|--------------------|---------------|
| GBP '000 | 30 September 2013 | 31 March 2013* | 30 September 2012* | 31 March 2012 |
| Assets | | | | |
| Cash and balances at central banks | 1 943 845 | 1 782 447 | 1 964 616 | 2 593 8 |
| Loans and advances to banks | 2 420 703 | 3 136 051 | 2 554 623 | 2 725 4 |
| Non-sovereign and non-bank cash placements | 474 151 | 420 960 | 736 548 | 642 4 |
| Reverse repurchase agreements and cash collateral on | | | | |
| securities borrowed | 1 565 256 | 2 358 672 | 2 268 021 | 975 9 |
| Sovereign debt securities | 3 465 113 | 4 077 217 | 4 078 756 | 4 067 0 |
| Bank debt securities | 1 733 907 | 1 879 105 | 2 452 196 | 3 081 0 |
| Other debt securities | 574 285 | 449 216 | 379 491 | 377 8 |
| Derivative financial instruments | 2 001 005 | 1 983 132 | 1 941 073 | 1 913 6 |
| Securities arising from trading activities | 978 648 | 931 603 | 742 879 | 640 1 |
| nvestment portfolio | 852 199 | 928 893 | 807 996 | 863 6 |
| _oans and advances to customers | 16 519 838 | 17 484 524 | 16 834 925 | 17 192 2 |
| Own originated loans and advances to customers securitised | 871 161 | 930 449 | 917 033 | 1 034 1 |
| Other loans and advances | 1 899 718 | 2 033 973 | 2 153 433 | 2 789 4 |
| Other securitised assets | 3 806 822 | 4 003 208 | 4 179 537 | 4 021 3 |
| nterests in associated undertakings | 25 728 | 27 950 | 27 425 | 27 |
| Deferred taxation assets | 132 750 | 165 457 | 153 849 | 150 |
| Other assets | 1 720 278 | 1 959 550 | 1 407 648 | 1 798 |
| Property and equipment | 124 398 | 134 101 | 137 550 | 175 |
| nvestment properties | 395 277 | 451 975 | 395 202 | 407 2 |
| Goodwill | 456 284 | 466 906 | 470 716 | 468 3 |
| ntangible assets | 167 871 | 178 567 | 187 249 | 192 (|
| | 42 129 237 | 45 783 956 | 44 790 766 | 46 138 5 |
| Other financial instruments at fair value through profit or loss | | | | |
| n respect of liabilities to customers | 5 400 964 | 6 226 142 | 6 234 294 | 6 265 8 |
| • | 47 530 201 | 52 010 098 | 51 025 060 | 52 404 3 |
| Liabilities | | | | |
| Deposits by banks | 2 351 429 | 3 047 636 | 2 799 154 | 3 035 3 |
| Derivative financial instruments | 1 208 577 | 1 443 325 | 1 560 408 | 1 421 |
| Other trading liabilities | 850 068 | 851 939 | 676 970 | 612 |
| Repurchase agreements and cash collateral on securities lent | 1 333 388 | 1 940 158 | 1 936 204 | 1 864 |
| Customer accounts (deposits) | 23 231 372 | 24 460 666 | 24 621 676 | 25 275 |
| Debt securities in issue | 1 636 276 | 1 901 776 | 1 624 648 | 2 243 9 |
| iabilities arising on securitisation of own originated loans | | | | |
| and advances | 892 173 | 926 335 | 922 347 | 1 036 (|
| iabilities arising on securitisation of other assets | 3 036 339 | 3 303 606 | 3 411 951 | 3 314 |
| Current taxation liabilities | 200 818 | 210 475 | 210 724 | 209 (|
| Deferred taxation liabilities | 108 181 | 109 628 | 113 254 | 102 4 |
| Other liabilities | 1 865 756 | 1 895 091 | 1 337 263 | 1 570 8 |
| | 36 714 377 | 40 090 635 | 39 214 599 | 40 687 6 |
| Liabilities to customers under investment contracts | 5 399 181 | 6 224 062 | 6 232 217 | 6 263 9 |
| nsurance liabilities, including unit-linked liabilities | 1 782 | 2 080 | 2 077 | 1 9 |
| | 42 115 340 | 46 316 777 | 45 448 893 | 46 953 4 |
| Subordinated liabilities | 1 409 701 | 1 751 806 | 1 654 206 | 1 492 7 |

| | 43 525 041 | 48 068 583 | 47 103 099 | 48 446 271 |
|--|------------|------------|------------|------------|
| Equity | | | | |
| Ordinary share capital | 224 | 223 | 223 | 221 |
| Perpetual preference share capital | 153 | 153 | 153 | 153 |
| Share premium | 2 490 408 | 2 494 618 | 2 502 909 | 2 457 019 |
| Treasury shares | (62 762) | (89 545) | (74 746) | (72 820) |
| Other reserves | (376 541) | (93 537) | (59 105) | 82 327 |
| Retained income | 1 543 448 | 1 349 560 | 1 276 139 | 1 195 118 |
| Shareholders' equity excluding non-controlling interests | 3 594 930 | 3 661 472 | 3 645 573 | 3 662 018 |
| Non-controlling interests | 410 230 | 280 043 | 276 388 | 296 107 |
| Perpetual preferred securities issued by subsidiaries | 261 425 | 279 041 | 273 880 | 291 769 |
| Non-controlling interests in partially held subsidiaries | 148 805 | 1 002 | 2 508 | 4 338 |
| Total equity | 4 005 160 | 3 941 515 | 3 921 961 | 3 958 125 |
| Total liabilities and equity | 47 530 201 | 52 010 098 | 51 025 060 | 52 404 396 |

^{*} As restated for restatements detailed in the commentary section of this report.

| Summarised combined consolidated cash flow statement | | | |
|---|---------------|---------------|-------------|
| | Six months to | Six months to | Year to |
| | 30 September | 30 September | 31 March |
| GBP '000 | 2013 | 2012* | 2013* |
| Cash inflows from operations | 340 100 | 364 831 | 709 989 |
| (Decrease)/increase in operating assets | 300 556 | (1 788 447) | (4 262 373) |
| (Decrease)/increase in operating liabilities | (104 398) | 600 505 | 2 151 009 |
| Net cash inflow/(outflow) from operating activities | 536 258 | (823 111) | (1 401 375) |
| Net cash inflow/(outflow) from investing activities | 128 257 | (79 796) | (25 733) |
| Net cash (outflow)/inflow from financing activities | (254 137) | 203 386 | 187 894 |
| Effects of exchange rate changes on cash and cash equivalents | (195 790) | (118 413) | (142 019) |
| Net increase/(decrease) in cash and cash equivalents | 214 588 | (817 934) | (1 381 233) |
| Cash and cash equivalents at the beginning of the period | 3 561 573 | 4 942 806 | 4 942 806 |
| Cash and cash equivalents at the end of the period | 3 776 161 | 4 124 872 | 3 561 573 |

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

Segmental geographic and business analysis of operating profit before goodwill, acquired intangibles, non-operating items, taxation and after other non-controlling interests for the six months to 30 September 2013

| GBP '000 | UK and other | Southern Africa | Australia | Total group |
|-----------------------------------|--------------|-----------------|-----------|-------------|
| Asset Management | 33 446 | 38 494 | _ | 71 940 |
| Wealth & Investment | 20 690 | 10 151 | _ | 30 841 |
| Specialist Banking | 26 881 | 107 081 | (13 925) | 120 037 |
| ongoing business | 76 159 | 107 081 | 7 848 | 191 088 |
| legacy business | (49 278) | _ | (21 773) | (71 051) |
| Total group | 81 017 | 155 726 | (13 925) | 222 818 |
| Non-controlling interest – equity | | | | (1 493) |
| Operating profit | | | | 221 325 |

Segmental geographic and business analysis of operating profit before goodwill,

^{*} As restated for restatements detailed in the commentary section of this report.

acquired intangibles, non-operating items, taxation and after other non-controlling interests for the six months to 30 September 2012*

| GBP '000 | UK and other | Southern Africa | Australia | Total group |
|-----------------------------------|--------------|-----------------|-----------|-------------|
| Asset Management | 28 081 | 39 299 | | 67 380 |
| Wealth & Investment | 14 223 | 8 628 | | 22 851 |
| Specialist Banking | 47 328 | 85 756 | 4 755 | 137 839 |
| ongoing business | 82 415 | 85 756 | 17 020 | 185 191 |
| legacy business | (35 087) | - | (12 265) | (47 352) |
| Total group | 89 632 | 133 683 | 4 755 | 228 070 |
| Non-controlling interest – equity | | | | (7 201) |
| Operating profit | | | | 220 869 |

^{*} As restated for restatements detailed in the commentary section of this report.

| | 31 March 2013 | | 31 March 2 |
|--|---------------|-----------|------------|
| GBP '000 | As reported | IFRS 10 | Resta |
| Assets | | | |
| Cash and balances at central banks | 1 782 447 | - | 1 782 |
| Loans and advances to banks | 3 129 646 | 6 405 | 3 136 |
| Non-sovereign and non-bank cash placements | 420 960 | - | 420 |
| Reverse repurchase agreements and cash collateral on securities borrowed | 2 358 672 | _ | 2 358 |
| Sovereign debt securities | 4 077 217 | _ | 4 077 |
| Bank debt securities | 1 879 105 | _ | 1 879 |
| Other debt securities | 457 652 | (8 436) | 449 |
| Derivative financial instruments | 1 982 571 | 561 | 1 983 |
| Securities arising from trading activities | 931 603 | _ | 931 |
| Investment portfolio | 960 364 | (31 471) | 928 |
| Loans and advances to customers | 17 484 524 | _ | 17 484 |
| Own originated loans and advances to customers securitised | 930 449 | _ | 930 |
| Other loans and advances | 2 117 743 | (83 770) | 2 033 |
| Other securitised assets | 2 882 592 | 1 120 616 | 4 003 |
| Interests in associated undertakings | 27 950 | _ | 27 |
| Deferred taxation assets | 165 457 | _ | 165 |
| Other assets | 1 960 438 | (888) | 1 959 |
| Property and equipment | 126 538 | 7 563 | 134 |
| Investment properties | 451 975 | _ | 451 |
| Goodwill | 466 906 | _ | 466 |
| Intangible assets | 178 567 | _ | 178 |
| | 44 773 376 | 1 010 580 | 45 783 |
| Other financial instruments at fair value through profit or loss in respect of | | | |
| liabilities to customers | 6 226 142 | _ | 6 226 |
| | 50 999 518 | 1 010 580 | 52 010 |
| Liabilities | | | |
| Deposits by banks | 2 976 464 | 71 172 | 3 047 |
| Derivative financial instruments | 1 443 325 | _ | 1 443 |
| Other trading liabilities | 851 939 | _ | 851 |
| Repurchase agreements and cash collateral on securities lent | 1 940 158 | _ | 1 940 |
| Customer accounts (deposits) | 24 531 838 | (71 172) | 24 460 |

| Debt securities in issue | 1 901 776 | _ | 1 901 776 |
|--|------------|-----------|------------|
| Liabilities arising on securitisation of own originated loans and advances | 926 335 | _ | 926 335 |
| Liabilities arising on securitisation of other assets | 2 237 581 | 1 066 025 | 3 303 606 |
| Current taxation liabilities | 210 475 | - | 210 475 |
| Deferred taxation liabilities | 109 628 | _ | 109 628 |
| Other liabilities | 1 887 402 | 7 689 | 1 895 091 |
| | 39 016 921 | 1 073 714 | 40 090 635 |
| Liabilities to customers under investment contracts | 6 224 062 | _ | 6 224 062 |
| Insurance liabilities including unit-linked liabilities | 2 080 | _ | 2 080 |
| <u> </u> | 45 243 063 | 1 073 714 | 46 316 777 |
| Subordinated liabilities | 1 751 806 | _ | 1 751 806 |
| | 46 994 869 | 1 073 714 | 48 068 583 |
| Equity | | | |
| Ordinary share capital | 223 | _ | 223 |
| Perpetual preference share capital | 153 | - | 153 |
| Share premium | 2 494 618 | - | 2 494 618 |
| Treasury shares | (89 545) | _ | (89 545 |
| Other reserves | (93 082) | (455) | (93 537 |
| Retained income | 1 412 239 | (62 679) | 1 349 560 |
| Shareholders' equity excluding non-controlling interests | 3 724 606 | (63 134) | 3 661 472 |
| Non-controlling interests | 280 043 | _ | 280 043 |
| Perpetual preferred securities issued by subsidiaries | 279 041 | _ | 279 041 |
| Non controlling interests in partially held subsidiaries | 1 002 | - | 1 002 |
| Total equity | 4 004 649 | (63 134) | 3 941 51 |
| Total liabilities and equity | 50 999 518 | 1 010 580 | 52 010 098 |

| Combined consolidated balance sheet | | | |
|--|-------------------|----------|---------------------|
| | 30 September 2012 | | 30 September 2012 |
| GBP '000 | As reported | IFRS 10 | Restated |
| Assets | | | |
| Cash and balances at central banks | 1 964 616 | _ | 1 964 616 |
| Loans and advances to banks | 2 548 691 | 5 932 | 2 554 623 |
| Non-sovereign and non-bank cash placements | 736 548 | _ | 736 548 |
| Reverse repurchase agreements and cash collateral on securities borrowed | 2 268 021 | _ | 2 268 02° |
| Sovereign debt securities | 4 078 756 | _ | 4 078 756 |
| Bank debt securities | 2 452 196 | _ | 2 452 196 |
| Other debt securities | 379 491 | _ | 379 49 ⁻ |
| Derivative financial instruments | 1 941 073 | _ | 1 941 073 |
| Securities arising from trading activities | 742 879 | _ | 742 87 |
| Investment portfolio | 835 136 | (27 140) | 807 990 |
| Loans and advances to customers | 16 834 925 | | 16 834 925 |
| Own originated loans and advances to customers securitised | 917 033 | _ | 917 03 |
| Other loans and advances | 2 193 571 | (40 138) | 2 153 43 |
| Other securitised assets | 3 303 116 | 876 421 | 4 179 53 |
| Interests in associated undertakings | 27 425 | _ | 27 42 |
| Deferred taxation assets | 153 849 | _ | 153 84 |
| Other assets | 1 410 455 | (2 807) | 1 407 64 |
| Property and equipment | 132 491 | 5 059 | 137 55 |

| Investment properties | 395 202 | _ | 395 20 |
|--|------------|----------|-----------|
| Goodwill | 470 716 | - | 470 71 |
| Intangible assets | 187 249 | - | 187 24 |
| • | 43 973 439 | 817 327 | 44 790 76 |
| Other financial instruments at fair value through profit or loss in respect of | | | |
| liabilities to customers | 6 234 294 | _ | 6 234 29 |
| | 50 207 733 | 817 327 | 51 025 06 |
| Liabilities | | | |
| Deposits by banks | 2 732 271 | 66 883 | 2 799 1 |
| Derivative financial instruments | 1 560 408 | _ | 1 560 4 |
| Other trading liabilities | 676 970 | _ | 676 9 |
| Repurchase agreements and cash collateral on securities lent | 1 936 204 | _ | 1 936 2 |
| Customer accounts (deposits) | 24 688 559 | (66 883) | 24 621 6 |
| Debt securities in issue | 1 624 648 | _ | 1 624 6 |
| Liabilities arising on securitisation of own originated loans and advances | 922 347 | _ | 922 3 |
| Liabilities arising on securitisation of other assets | 2 541 900 | 870 051 | 3 411 9 |
| Current taxation liabilities | 210 724 | _ | 210 7 |
| Deferred taxation liabilities | 113 254 | _ | 113 2 |
| Other liabilities | 1 335 279 | 1 984 | 1 337 2 |
| | 38 342 564 | 872 035 | 39 214 5 |
| Liabilities to customers under investment contracts | 6 232 217 | - | 6 232 2 |
| Insurance liabilities including unit-linked liabilities | 2 077 | _ | 2 0 |
| modiano nasindo nicidani garik minoa nasindo | 44 576 858 | 872 035 | 45 448 8 |
| Subordinated liabilities | 1 654 206 | - | 1 654 2 |
| Casor an atom nasmitos | 46 231 064 | 872 035 | 47 103 0 |
| Equity | | 0.200 | |
| Ordinary share capital | 223 | _ | 2 |
| Perpetual preference share capital | 153 | _ | |
| Share premium | 2 502 909 | _ | 2 502 9 |
| Treasury shares | (74 746) | _ | (74.7 |
| Other reserves | (60 326) | 1 221 | (59 10 |
| Retained income | 1 332 068 | (55 929) | 1 276 1 |
| Shareholders' equity excluding non-controlling interests | 3 700 281 | (54 708) | 3 645 5 |
| Non-controlling interests | 276 388 | (01100) | 276 3 |
| Perpetual preferred securities issued by subsidiaries | 273 880 | _ | 273 8 |
| Non controlling interests in partially held subsidiaries | 2 508 | | 2.5 |
| 14011 controlling intorests in partially field subsidiaries | 2 300 | _ | |
| Total equity | 3 976 669 | (54 708) | 3 921 9 |
| Total liabilities and equity | 50 207 733 | 817 327 | 51 025 0 |

| Combined consolidated balance sheet | | | |
|--|-------------|---------|---------------|
| | | | 04.14 00.40 |
| | 31 March | | 31 March 2012 |
| | 2012 | | |
| GBP '000 | As reported | IFRS 10 | Restated |
| Assets | | | |
| Cash and balances at central banks | 2 593 851 | - | 2 593 851 |
| Loans and advances to banks | 2 725 347 | 124 | 2 725 471 |
| Non-sovereign and non-bank cash placements | 642 480 | - | 642 480 |
| Reverse repurchase agreements and cash collateral on securities borrowed | 975 992 | _ | 975 992 |

| 0 | 4 007 000 | | 4 007 000 |
|--|------------|--------------|---------------------|
| Sovereign debt securities | 4 067 093 | - | 4 067 093 |
| Bank debt securities | 3 081 061 | - | 3 081 061 |
| Other debt securities | 377 832 | | 377 832 |
| Derivative financial instruments | 1 913 650 | | 1 913 650 |
| Securities arising from trading activities | 640 146 | - (07.000) | 640 146 |
| Investment portfolio | 890 702 | (27 038) | 863 664 |
| Loans and advances to customers | 17 192 208 | _ | 17 192 208 |
| Own originated loans and advances to customers securitised | 1 034 174 | _ | 1 034 174 |
| Other loans and advances | 2 829 189 | (39 700) | 2 789 489 |
| Other securitised assets | 3 101 422 | 919 956 | 4 021 378 |
| Interests in associated undertakings | 27 506 | _ | 27 506 |
| Deferred taxation assets | 150 381 | _ | 150 38 ² |
| Other assets | 1 802 121 | (3 434) | 1 798 687 |
| Property and equipment | 171 685 | 4 088 | 175 773 |
| Investment properties | 407 295 | _ | 407 295 |
| Goodwill | 468 320 | _ | 468 320 |
| Intangible assets | 192 099 | _ | 192 099 |
| | 45 284 554 | 853 996 | 46 138 550 |
| Other financial instruments at fair value through profit or loss in respect of | | | |
| liabilities to customers | 6 265 846 | _ | 6 265 846 |
| | 51 550 400 | 853 996 | 52 404 396 |
| Liabilities | | | |
| Deposits by banks | 2 967 428 | 67 895 | 3 035 323 |
| Derivative financial instruments | 1 421 130 | = | 1 421 130 |
| Other trading liabilities | 612 884 | = | 612 884 |
| Repurchase agreements and cash collateral on securities lent | 1 864 137 | = | 1 864 137 |
| Customer accounts (deposits) | 25 343 771 | (67 895) | 25 275 876 |
| Debt securities in issue | 2 243 948 | (3: 333) | 2 243 948 |
| Liabilities arising on securitisation of own originated loans and advances | 1 036 674 | _ | 1 036 674 |
| Liabilities arising on securitisation of other assets | 2 402 043 | 912 694 | 3 314 737 |
| Current taxation liabilities | 209 609 | - | 209 609 |
| Deferred taxation liabilities | 102 478 | _ | 102 478 |
| Other liabilities | 1 575 154 | (4 301) | 1 570 853 |
| Other habilities | 39 779 256 | 908 393 | 40 687 649 |
| Liabilities to customers under investment contracts | 6 263 913 | 908 393 | 6 263 913 |
| Insurance liabilities including unit-linked liabilities | 1 933 | _ | 1 933 |
| msurance naphilies including unit-iniked naphilies | 46 045 102 | 908 393 | 46 953 495 |
| Subordinated liabilities | 1 492 776 | 908 393 | 1 492 776 |
| Subordinated liabilities | | - 000 303 | |
| Equity | 47 537 878 | 908 393 | 48 446 271 |
| Equity Ordinary share conite! | 204 | | 22 |
| Ordinary share capital | 221 | - | |
| Perpetual preference share capital | 153 | - | 153 |
| Share premium | 2 457 019 | - | 2 457 019 |
| Treasury shares | (72 820) | - | (72 820 |
| Other reserves | 82 327 | - (54.005) | 82 32 |
| Retained income | 1 249 515 | (54 397) | 1 195 118 |
| Shareholders' equity excluding non-controlling interests | 3 716 415 | (54 397) | 3 662 01 |
| Non-controlling interests | 296 107 | _ | 296 10 |
| Perpetual preferred securities issued by subsidiaries | 291 769 | _ | 291 769 |
| Non controlling interests in partially held subsidiaries | 4 338 | - | 4 338 |

| 1 Otal Equity | 7 0 12 32 | <u> </u> | (37 337) | 0 000 120 |
|---|---------------|----------|----------|---------------|
| Total liabilities and equity | 51 550 40 | 0 | 853 996 | 52 404 396 |
| | | Ţ | | |
| Combined consolidated income statement | | | | |
| For the year to | 31 March 2013 | IFRS 10 | IAS 19 | 31 March 2013 |
| GBP '000 | As reported | | | Restated |
| Interest income | 2 131 765 | (301) | 1 251 | 2 132 71 |
| Interest expense | (1 429 239) | 131 | - 1 201 | (1 429 108 |
| Net interest income | 702 526 | (170) | 1 251 | 703 60 |
| Fee and commission income | 1 117 551 | (7 153) | _ | 1 110 39 |
| Fee and commission expense | (144 876) | 1 298 | _ | (143 578 |
| Investment income | 182 889 | (897) | _ | 181 99 |
| Trading income arising from | | | | |
| - customer flow | 70 859 | - | - | 70 85 |
| balance sheet management and other trading activities | 35 398 | (1 360) | - | 34 03 |
| Other operating income | 42 153 | - | - | 42 1 |
| Total operating income before impairment on loans and advances | 2 006 500 | (8 282) | 1 251 | 1 999 46 |
| Impairment losses on loans and advances | (251 012) | - | _ | (251 01 |
| Operating income | 1 755 488 | (8 282) | 1 251 | 1 748 4 |
| Operating costs | (1 302 929) | _ | (104) | (1 303 03 |
| Depreciation on operating leased assets | (16 072) | _ | _ | (16 07 |
| Operating profit before goodwill and acquired intangibles | 436 487 | (8 282) | 1 147 | 429 3 |
| Impairment of goodwill | (15 175) | _ | _ | (15 17 |
| Amortisation of acquired intangibles | (13 313) | | _ | (13 31 |
| Cost arising from integration of acquired subsidiaries | (13 119) | _ | _ | (13 11 |
| Operating profit | 394 880 | (8 282) | 1 147 | 387 74 |
| | | | | |

4 012 522

(1 249)

(8 282)

(8 282)

(8 282)

1 147

(264)

883

883

393 631

(78 800)

320 808

(3 317)

317 491

5 977

(54 397)

3 958 125

(1 249)

386 496

(79 064)

5 977

313 409

(3 317)

310 092

Total equity

Non-operational costs arising from acquisition of subsidiary

Taxation on operating profit before goodwill

Taxation on acquired intangibles and acquisition/disposal/integration of

Operating (income)/losses attributable to non-controlling interests

Profit before taxation

Profit after taxation

Earnings attributable to shareholders

subsidiaries

| Combined consolidated income statement | | | |
|--|-------------------|---------|-------------------------|
| For the year to | 30 September 2012 | IFRS 10 | 30 September 2012 |
| GBP '000 | As reported | | Restated |
| Interest income | 1 127 516 | (19) | 1 127 497 |
| Interest expense | (777 797) | 66 | (777 731) |
| Net interest income | 349 719 | 47 | 349 766 |
| Fee and commission income | 534 981 | _ | 534 981 |
| Fee and commission expense | (73 270) | _ | (73 270) |
| Investment income | 75 775 | (1 984) | 73 791 |
| Trading income arising from | | , , | |
| – customer flow | 34 223 | _ | 34 223 |

| balance sheet management and other trading activities | 25 003 | 405 | 25 408 |
|--|-----------|---------|-----------|
| Other operating income | 20 976 | - | 20 976 |
| Total operating income before impairment on loans and advances | 967 407 | (1 532) | 965 875 |
| Impairment losses on loans and advances | (115 640) | - | (115 640) |
| Operating income | 851 767 | (1 532) | 850 235 |
| Operating costs | (619 601) | - | (619 601) |
| Depreciation on operating leased assets | (9 765) | - | (9 765) |
| Operating profit before goodwill and acquired intangibles | 222 401 | (1 532) | 220 869 |
| Impairment of goodwill | (4 751) | _ | (4 751) |
| Amortisation of acquired intangibles | (6 631) | _ | (6 631) |
| Cost arising from integration of acquired subsidiaries | (9 462) | _ | (9 462) |
| Operating profit | 201 557 | (1 532) | 200 025 |
| Non-operational costs arising from acquisition of subsidiary | (1 903) | _ | (1 903) |
| Profit before taxation | 199 654 | (1 532) | 198 122 |
| Taxation on operating profit before goodwill | (42 222) | _ | (42 222) |
| Taxation on acquired intangibles and acquisition/disposal/integration of | 4 022 | - | 4 022 |
| subsidiaries | | | |
| Profit after taxation | 161 454 | (1 532) | 159 922 |
| Operating (income)/losses attributable to non-controlling interests | 7 018 | _ | 7 018 |
| Earnings attributable to shareholders | 168 472 | (1 532) | 166 940 |

| Analysis of assets and liabilities at fair value and amortised cost | | | Non-financial | |
|--|----------------|----------------|---------------|-----------|
| | Total | Total | instruments | |
| at 20 Cantombar 2012 | instruments at | instruments at | and insurance | |
| at 30 September 2013 GBP '000 | | amortised cost | related | Tota |
| Assets | fair value | amortised cost | related | Tota |
| Cash and balances at central banks | | 1 943 845 | | 1 042 041 |
| | 100 134 | | _ | 1 943 84 |
| Loans and advances to banks | | 2 320 569 | _ | 2 420 70 |
| Non-sovereign and non-bank cash placements | 899 | 473 252 | = | 474 15 |
| Reverse repurchase agreements and cash collateral on securities borrowed | 730 361 | 834 895 | | 1 565 250 |
| Sovereign debt securities | 3 260 779 | 204 334 | _ | 3 465 113 |
| Bank debt securities | 807 385 | 926 522 | - | 1 733 907 |
| Other debt securities | 466 512 | 107 773 | - | 574 28 |
| Derivative financial instruments | 2 001 005 | - | _ | 2 001 00 |
| Securities arising from trading activities | 978 648 | - | | 978 648 |
| Investment portfolio | 852 199 | _ | _ | 852 199 |
| Loans and advances to customers | 917 223 | 15 602 615 | _ | 16 519 83 |
| Own originated loans and advances to customers securitised | _ | 871 161 | _ | 871 16 |
| Other loans and advances | _ | 1 899 718 | - | 1 899 71 |
| Other securitised assets | 1 375 283 | 2 431 539 | _ | 3 806 82 |
| Interests in associated undertakings | _ | _ | 25 728 | 25 72 |
| Deferred taxation assets | _ | _ | 132 750 | 132 75 |
| Other assets | 385 961 | 886 956 | 447 361 | 1 720 27 |
| Property and equipment | _ | _ | 124 398 | 124 39 |
| Investment properties | _ | _ | 395 277 | 395 27 |
| Goodwill | _ | _ | 456 284 | 456 28 |
| Intangible assets | _ | _ | 167 871 | 167 87 |
| | 11 876 389 | 28 503 179 | 1 749 669 | 42 129 23 |
| Other financial instruments at fair value through profit or loss in respect of | | | | |
| liabilities to customers | _ | _ | 5 400 964 | 5 400 96 |

| | 11 876 389 | 28 503 179 | 7 150 633 | 47 530 201 |
|--|------------|------------|-----------|------------|
| Liabilities | | | | |
| Deposits by banks | 185 | 2 351 244 | - | 2 351 429 |
| Derivative financial instruments | 1 208 577 | - | - | 1 208 577 |
| Other trading liabilities | 850 068 | ı | = | 850 068 |
| Repurchase agreements and cash collateral on securities lent | 511 187 | 822 201 | = | 1 333 388 |
| Customer accounts (deposits) | 720 911 | 22 510 461 | = | 23 231 372 |
| Debt securities in issue | 176 518 | 1 459 758 | = | 1 636 276 |
| Liabilities arising on securitisation of own originated loans and advances | _ | 892 173 | - | 892 173 |
| Liabilities arising on securitisation of other assets | 1 240 617 | 1 795 722 | = | 3 036 339 |
| Current taxation liabilities | _ | ı | 200 818 | 200 818 |
| Deferred taxation liabilities | _ | ı | 108 181 | 108 181 |
| Other liabilities | 359 414 | 986 764 | 519 578 | 1 865 756 |
| | 5 067 477 | 30 818 323 | 828 577 | 36 714 377 |
| Liabilities to customers under investment contracts | _ | ı | 5 399 181 | 5 399 181 |
| Insurance liabilities including unit-linked liabilities | _ | ı | 1 782 | 1 782 |
| | 5 067 477 | 30 818 323 | 6 229 540 | 42 115 340 |
| Subordinated liabilities | _ | 1 409 701 | _ | 1 409 701 |
| | 5 067 477 | 32 228 024 | 6 229 540 | 43 525 041 |

Financial instruments carried at fair value

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

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

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

Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs)
Assets and liabilities related to the long-term assurance business attributable to policyholders have been excluded from the analysis as the change in fair value of related assets is attributable to policyholders.

| at 30 September 2013 | Total instruments | Fair valu | e measurement | |
|--|-------------------|-----------|---------------|-----------|
| GBP '000 | at fair | Level 1 | Level 2 | Level 3 |
| value | | | | |
| 2013 | | | | |
| Assets | | | | |
| Loans and advances to banks | 100 134 | 53 788 | 46 346 | _ |
| Non-sovereign and non-bank cash placements | 899 | _ | 899 | _ |
| Reverse repurchase agreements and cash collateral on securities borrowed | 730 361 | _ | 730 361 | _ |
| Sovereign debt securities | 3 260 779 | 2 896 159 | 364 620 | _ |
| Bank debt securities | 807 385 | 186 652 | 620 733 | _ |
| Other debt securities | 466 512 | 312 588 | 119 138 | 34 786 |
| Derivative financial instruments | 2 001 005 | 508 729 | 1 428 937 | 63 339 |
| Securities arising from trading activities | 978 648 | 971 486 | 7 162 | _ |
| Investment portfolio | 852 199 | 106 615 | 90 163 | 655 421 |
| Loans and advances to customers | 917 223 | _ | 865 996 | 51 227 |
| Other securitised assets | 1 375 283 | _ | 742 746 | 632 537 |
| Other assets | 385 961 | 385 145 | _ | 816 |
| | 11 876 389 | 5 421 162 | 5 017 101 | 1 438 126 |
| Liabilities | | | | |

| Deposits by banks | 185 | _ | 185 | _ |
|--|-----------|-----------|-----------|---------|
| Derivative financial instruments | 1 208 577 | 263 869 | 942 353 | 2 355 |
| Other trading liabilities | 850 068 | 850 068 | - | |
| Repurchase agreements and cash collateral on securities lent | 511 187 | _ | 511 187 | |
| Customer accounts (deposits) | 720 911 | _ | 720 911 | |
| Debt securities in issue | 176 518 | ı | 176 518 | ı |
| Liabilities arising on securitisation of other assets | 1 240 617 | 35 111 | 674 768 | 530 738 |
| Other liabilities | 359 414 | 318 340 | 41 074 | |
| | 5 067 477 | 1 467 388 | 3 066 996 | 533 093 |

The following table is a reconciliation of the opening balances to the closing balances for fair value measurements in level 3 of the fair value hierarchy:

| | | | Fair value |
|--|-------------|----------------|---------------|
| | | Fair value | movements |
| | Total level | movements | through other |
| | 3 financial | through income | comprehensive |
| GBP '000 | instruments | statement | income |
| Balance as at 1 April 2013 | 522 716 | 493 792 | 28 924 |
| Transfers due to application of IFRS 10 | (33 645) | (33 645) | _ |
| Transfers due to application of IFRS 13* | 533 098 | 533 098 | _ |
| Restated opening balance | 1 022 169 | 993 245 | 28 924 |
| Total gains or losses | 37 837 | 39 358 | (1 521) |
| In the income statement | 39 358 | 39 358 | |
| In the statement of other comprehensive income | (1 521) | - | (1 521) |
| Purchases | 7 190 | 7 190 | - |
| Sales | (50 024) | (50 024) | _ |
| Issues | (10 488) | (10 488) | _ |
| Settlements | (17 046) | (17 046) | _ |
| Transfers into level 3 | 9 759 | 6 956 | 2 803 |
| Transfers out of level 3 | (2 366) | (2 366) | _ |
| Foreign exchange adjustments | (91 998) | (91 964) | (34) |
| Balance as at 30 September 2013 | 905 033 | 874 861 | 30 172 |

^{*}All reclassifications occurred as a result of inputs to the valuation model being regarded as unobservable when applying IFRS 13. Observable inputs are defined as inputs that are developed using market data, such as publicly available information about actual events or transactions, and that reflect the assumptions that market participants would use when pricing the asset or liability. All other inputs have been considered to be unobservable.

The following table quantifies the gains or losses included in the income statement recognised on level 3 financial instruments:

| for the six months to 30 September 2013 | |
|---|---------|
| GBP '000 | |
| Total gains or losses included in the income statement | |
| Net interest income | 946 |
| Fee and commission income | 1 995 |
| Fee and commission expense | (5 113) |
| Investment income | 40 369 |
| Trading income arising from customer flow | 3 115 |
| Trading income arising from balance sheet management and other trading activities | (1 890) |
| Other operating income | (64) |
| | 39 358 |

Total gains or losses included in other comprehensive income comprises available for sale reserves.

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

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

| | | Reflec | cted in the income | statement |
|----------------------------------|---|--------------------|--------------------|--------------|
| | | | (GBP '000) | |
| | | Range which | | |
| At 30 September 2013 | Significant unobservable | unobservable input | Favourable | Unfavourable |
| GBP '000 | input changed | has been stressed | changes | changes |
| Assets | | | | |
| Other debt securities | Discount rates, credit spreads | (24%)-24% | 1 498 | (1 068) |
| Derivative financial instruments | Discount rates, credit spreads, volatilities, | | | |
| | cash flows, EBITDA, price earnings multiples | (20%)-25% | 32 708 | (9 718) |
| Investment portfolio | Discount rates, cash flows, EBITDA, price | | | |
| | earnings multiple,net asset value,WACC, | (25%)-18% | 101 608 | (81 825) |
| Loans and advances to customers | Cash flows | (5%)-5% | 2 888 | (2 888) |
| Other securitised assets* | Credit spreads, prices from illiquid markets | (10%)-10% | 9 575 | (6 167) |
| Other assets | Discount rates | (5%)-5% | 38 | (71) |
| Liabilities | | , | | , , |
| Derivative financial instruments | Basis risk and yield curve | (10 bps)-10bps | 1 107 | (1 332) |
| | | | 149 422 | (103 069) |

^{*}The sensitivity of the fair value of liabilities arising on securitisation of other assets has been considered together with other securitised assets.

Fair value of financial instruments at amortised cost

| at 30 September 2013 | Carrying | Fair |
|--|------------|------------|
| GBP '000 | amount | value |
| Assets | | |
| Cash and balances at central banks | 1 943 845 | 1 943 845 |
| Loans and advances to banks | 2 320 569 | 2 320 437 |
| Non-sovereign and non-bank cash placements | 473 252 | 473 252 |
| Reverse repurchase agreements and cash collateral on securities borrowed | 834 895 | 834 895 |
| Sovereign debt securities | 204 334 | 210 888 |
| Bank debt securities | 926 522 | 959 509 |
| Other debt securities | 107 773 | 110 259 |
| Loans and advances to customers | 15 602 615 | 15 628 489 |
| Own originated loans and advances to customers securitised | 871 161 | 882 335 |
| Other loans and advances | 1 899 718 | 1 776 202 |
| Other securitised assets | 2 431 539 | 2 376 102 |
| Other assets | 886 956 | 881 012 |
| | 28 503 179 | 28 397 225 |
| Liabilities | | |
| Deposits by banks | 2 351 244 | 2 365 111 |
| Repurchase agreements and cash collateral on securities lent | 822 201 | 826 277 |
| Customer accounts (deposits) | 22 510 461 | 22 530 649 |
| Debt securities in issue | 1 459 758 | 1 413 749 |
| Liabilities arising on securitisation of own originated loans and advances | 892 173 | 892 173 |
| Liabilities arising on securitisation of other assets | 1 795 722 | 1 766 796 |

| Other liabilities | 986 764 | 986 615 |
|--------------------------|------------|------------|
| Subordinated liabilities | 1 409 701 | 1 412 317 |
| | 32 228 024 | 32 193 687 |

Investec plc

Ordinary dividend announcement

Incorporated in England and Wales

Registration number:3633621

LSE share code: INVP

JSE share code: INP

ISIN:GB00BI7BBQ50

Declaration of dividend number 23

In terms of the DLC structure, Investec plc shareholders who are not South African resident shareholders may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAN share issued by Investec Limited.

Invested plc shareholders who are South African residents, may receive all or part of their dividend entitlements through dividends declared and paid by Invested plc on their ordinary shares and/or through dividends declared and paid on the SA DAS share issued by Invested Limited.

Notice is hereby given that an interim dividend number 23 of 8 pence (2012: 8 pence) per ordinary share has been declared by the board in respect of the six months ended 30 September 2013 payable to shareholders recorded in the members' register of the company at the close of business on Friday, 13 December 2013, which will be paid as follows:

- for non-South African resident Investec plc shareholders, through a dividend payment by Investec plc from income reserves of 8 pence per ordinary share
- for South African resident shareholders of Investec plc, through a dividend payment by Investec Limited, on the SA DAS share, payable from income reserves, equivalent to 8 pence per ordinary share

The relevant dates for the payment of dividend number 23 are as follows:

Last day to trade cum-dividend

On the London Stock Exchange (LSE)

Tuesday, 10 December 2013

On the Johannesburg Stock Exchange (JSE) Friday, 6 December 2013

Shares commence trading ex-dividend

On the London Stock Exchange (LSE) Wednesday, 11 December 2013

On the Johannesburg Stock Exchange (JSE) Monday, 9 December 2013

Record date (on the JSE and LSE) Friday, 13 December 2013

Payment date (on the JSE and LSE) Friday, 27 December 2013

Share certificates on the South African branch register may not be dematerialised or rematerialised between Monday, 09 December 2013 and Friday, 13 December 2013, both dates inclusive, nor may transfers between the UK and SA registers take place between Monday, 09 December 2013 and Friday, 13 December 2013, both dates inclusive.

Additional information for South African resident shareholders of Investec plc

- Shareholders registered on the South African register are advised that the distribution of 8 pence, equivalent to a gross dividend of 131 cents per share, has been arrived at using the Rand/Pound Sterling average buy/sell forward rate, as determined at 11h00 (SA time) on Wednesday, 20 November 2013.
- Investec plc UK tax reference number: 2683967322360
- The issued ordinary share capital of Investec plc is 608 756 343 ordinary shares.
- The dividend paid by Investec Limited to South African resident shareholders on the SA DAS share is subject to South African Dividend Tax (Dividend Tax) of 15% (subject to any available exemptions as legislated).
- No Secondary Tax on Companies ("STC") credits have been utilised in respect of the ordinary share dividend declaration.
- Shareholders registered on the South African register who are exempt from paying the Dividend Tax will receive a net dividend of 131 cents per share paid by Investec Limited on the SA DAS share.
- Shareholders registered on the South African register who are not exempt from paying the Dividend Tax will receive a net dividend of 111.35 cents per share paid by Investec Limited on the SA DAS share, (gross dividend of 131 cents per share less Dividend Tax of 19.65 cents per share).

By order of the board

D Miller

Company Secretary

20 November 2013

Investec plc

Preference share dividend announcement

Incorporated in England and Wales

Registration number:3633621

Share code:INPP ISIN:GB00B19RX541

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

Declaration of dividend number 15

Notice is hereby given that preference dividend number 15 has been declared for the period 01 April 2013 to 30 September 2013 amounting to 7.52055 pence per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the company at the close of business on Friday, 06 December 2013.

For shares trading on the Johannesburg Stock Exchange (JSE), the dividend of 7.52055 pence per preference share is equivalent to a gross dividend of 123.56264 cents per share, which has been determined using the Rand/Pound Sterling average buy/sell forward rate as at 11h00 (SA time) on Wednesday, 20 November 2013.

The relevant dates relating to the payment of dividend number 15 are as follows:

Last day to trade cum-dividend

On the Channel Islands Stock Exchange (CISX)

Tuesday, 3 December 2013

On the Johannesburg Stock Exchange (JSE) Friday, 29 November 2013

Shares commence trading ex-dividend

On the Channel Islands Stock Exchange (CISX) Wednesday, 4 December 2013

On the Johannesburg Stock Exchange (JSE) Monday, 2 December 2013

Record date (on the JSE and CISX) Friday, 6 December 2013

Payment date (on the JSE and CISX)

Tuesday, 17 December 2013

Share certificates may not be dematerialised or rematerialised between Monday, 02 December 2013 and Friday, 06 December 2013 both dates inclusive, nor may transfers between the UK and SA registers may take place between Monday, 02 December 2013 and Friday, 06 December 2013 both dates inclusive.

For SA resident preference shareholders, additional information to take note of:

- Investec plc tax reference number: 2683967322360
- The issued preference share capital of Investec plc is 15 081 149 preference shares.
- The dividend paid by Investec plc to South African resident shareholders is subject to South African Dividend Tax (Dividend Tax) of 15% (subject to any available exemptions as legislated).
- No Secondary Tax on Companies ("STC") Credits has been utilised in respect of this preference share dividend declaration.
- The net dividend amounts to 105.02824 cents per preference share for preference shareholders liable to pay the Dividend Tax and 123.56264 cents per preference share for preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the board

D Miller

Company Secretary 20 November 2013

Investec plc

Rand denominated preference share dividend announcement

Incorporated in England and Wales

Registration number: 3633621

Share code: INPPR

ISIN: GB00B4B0Q974

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

Declaration of dividend number 5

Notice is hereby given that preference dividend number 5 has been declared for the period 01 April 2013 to 30 September 2013 amounting to 404.85616 cents per preference share payable to holders of the Rand denominated non-redeemable non-cumulative non-participating perpetual preference shares as recorded in the books of the company at the close of business on Friday, 06 December 2013.

The relevant dates relating to the payment of dividend number 5 are as follows:

| Last day to trade cum dividend | Friday, 29 November 2013 |
|-------------------------------------|---------------------------|
| Shares commence trading ex-dividend | Monday, 2 December 2013 |
| Record date | Friday, 6 December 2013 |
| Payment date | Tuesday, 17 December 2013 |

Share certificates may not be dematerialised or rematerialised between Monday, 02 December 2013 and Friday, 06 December 2013, both dates inclusive.

For SA resident preference shareholders, additional information to take note of:

- Investec plc tax reference number: 2683967322360
- The issued preference share capital of Investec plc is 2 275 940 preference shares.
- The dividend paid by Investec plc to South African resident shareholders is subject to South African Dividend Tax (Dividend Tax) of 15% (subject to any available exemptions as legislated).
- No Secondary Tax on Companies ("STC") Credits have been utilised in respect of this preference share dividend declaration.
- The net dividend amounts to 344.12774 cents per preference share for preference shareholders liable to pay the Dividend Tax and 404.85616 cents per preference share for preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the board

D Miller

Company Secretary

20 November 2013

Investec Limited

Ordinary share dividend announcement

Incorporated in the Republic of South Africa

Registration number: 1925/002833/06

JSE share code: INL

NSX share code: IVD

BSE share code: INVESTEC

ISIN:ZAE000081949

Declaration of dividend number 116

Notice is hereby given that an interim dividend number 116 of 131 cents (2012: 112 cents) per ordinary share has been declared by the board from income reserves in respect of the six months ended 30 September 2013 payable to shareholders recorded in the shareholder's register of the company at the close of business on Friday, 13 December 2013.

The relevant dates for the payment of dividend number 116 are as follows:

Last day to trade cum-dividend Friday, 6 December 2013

Shares commence trading ex-dividend Monday, 9 December 2013

Record date (on the JSE) Friday, 13 December 2013

Payment date (on the JSE) Friday, 27 December 2013

The interim gross dividend of 131 cents per ordinary share has been determined by converting the Investec plc distribution of 8 pence per ordinary share into Rands using the Rand/Pounds Sterling average buy/sell forward rate at 11h00 (SA time) on Wednesday, 20 November 2013.

Share certificates may not be dematerialised or rematerialised between Monday, 09 December 2013 and Friday, 13 December 2013, both dates inclusive.

Additional information to take note of:

- The Investec Limited company tax reference number: 9800/181/71/2
- The issued ordinary share capital of Investec Limited is 282 934 529 ordinary shares.
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 15% (subject to any available exemptions as legislated).
- No Secondary Tax on credits ("STC") have been utilised in respect of this ordinary share dividend declaration.
- Shareholders who are exempt from paying the Dividend Tax will receive a net dividend of 131 cents per ordinary share.

• Shareholders who are not exempt from paying the Dividend Tax will receive a net dividend of 111.35 cents per ordinary share (gross dividend of 131 cents per ordinary share less Dividend Tax of 19.65 cents per ordinary share).

By order of the board

B Coetsee

Company Secretary

Investec Limited

Preference share dividend announcement

Registration number: 1925/002833/06

Share code: INPR

ISIN:ZAE000063814

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

Declaration of dividend number 18

Notice is hereby given that preference dividend number 18 has been declared for the period 01 April 2013 to 30 September 2013 amounting to 331.42804 cents per share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the company at the close of business on Friday, 06 December 2013.

The relevant dates for the payment of dividend number 18 are as follows:

Last day to trade cum-dividend Friday, 29 November 2013

Shares commence trading ex-dividend Monday, 2 December 2013

Record date Friday, 6 December 2013

Payment date Tuesday, 17 December 2013

Share certificates may not be dematerialised or rematerialised between Monday,02 December 2013 and Friday, 06 December 2013, both dates inclusive.

Additional information to take note of:

- The Investec Limited company tax reference number: 9800/181/71/2
- The issued preference share capital of Investec Limited is 32 214 499 preference shares in this specific class.
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 15% (subject to any available exemptions as legislated).
- No Secondary Tax on Companies ("STC") credits have been utilised in respect of this preference share dividend declaration.

• The net dividend amounts to 281.71383 cents per preference share for shareholders liable to pay the Dividend Tax and 331.42804 cents per preference share for preference shareholders exempt from paying the dividend tax.

By order of the board

B Coetsee

Company Secretary 20 November 2013