

Out of the Ordinary



INVESTEC BANK PLC

Credit rating fact sheet
November 2020



CONTEXTUALISING INVESTEC BANK PLC'S RATINGS

An overview of Investec Bank plc

Investec Bank plc (IBP) is the main banking subsidiary of Investec plc (United Kingdom holding company listed on the London Stock Exchange). Investec plc owns 100% of the ordinary shares in IBP. IBP operates as a Specialist Bank and Wealth Manager principally in the United Kingdom providing a wide array of banking and wealth management products and services to a select client base, largely comprising high net worth and high income individuals, mid-to-large sized corporates and institutions. IBP also includes capital light non banking income from Investec Wealth & Investment (IW&I), one of the largest private client investment managers in the UK with £38.0bn funds under management as at 30 September 2020.

		Moody's		Fitch	
		Foreign currency		Foreign currency	
		Short-term deposit rating	Long-term deposit rating	Short-term deposit rating	Long-term deposit rating
Feb 2019	>>	Prime-1	A1	F2	BBB+
Sept 2017	>>	Prime-1	A2	F2	BBB+
Feb 2016	>>	Prime-1	A2	F2	BBB
Oct 2015	>>	Prime-2	A3	F2	BBB
May 2015	>>	Prime-2	A3	F3	BBB-
Nov 2011	>>	Prime-3	Baa3	F3	BBB-
Mar 2009	>>	Prime-3	Baa3	F3	BBB
Nov 2008	>>	Prime-2	Baa1	F3	BBB
Dec 2007	>>	Prime-2	Baa1	F2	BBB+
Mar 2007	>>	Prime-2	A3	F2	BBB+

A summary of IBP's ratings

Moody's

On 1 February 2019, Moody's upgraded IBP's long-term deposit ratings to A1 (stable outlook) from A2 (positive outlook) and its baseline credit assessment (BCA) to baa1 from baa2. These ratings were affirmed on 16 August 2019.

The upgrades were the reflection of: IBP's successful de-risking of the balance sheet as its legacy assets continue to run-off, the shift in composition of its revenues towards lower lending risks and more stable revenue streams, primarily in the lower risk wealth management segment and IBP's sound capitalisation and strong liquidity buffers.

Fitch

On 24 July 2020, Fitch affirmed IBP's Long Term Issuer Default Rating (IDR) at BBB+ and removed the Rating Watch Negative (that had been placed on IBP's ratings on 1 April 2020 following the onset of the COVID-19 pandemic) to reflect Fitch's view that IBP's ratings are not immediately at risk from the impact of the economic downturn. The outlook on the Long-Term IDR is negative to reflect the ongoing downside risks relating to COVID-19.

On 7 September 2017, Fitch upgraded IBP's Long-Term IDR to BBB+ from BBB and its Viability Rating (VR) to bbb+ from bbb. These ratings were affirmed on 20 December 2019. The upgrades were a reflection of: The greater stability of IBP's business model, the progress IBP has made in running down its legacy assets and reducing the concentration of its loan book towards property lending, an increase in capital-light business and hence more stable earnings, while simultaneously maintaining sound capitalisation, strong liquidity and an adequate funding structure.

IBP Credit ratings history

IBP has been upgraded a number of times over the last few years. Through the previous financial crisis, IBP retained an investment grade rating. A detailed history of IBP's ratings is shown above. During the financial crisis, IBP was downgraded two notches by Fitch, first from BBB+ to BBB in November 2008 and then to BBB- at the end of November 2011.

Similarly, IBP was downgraded by Moody's from A3 to Baa1 in December 2007 and then to Baa3 in March 2009. We believe that our operating fundamentals remained sound over that time and that these downgrades were largely reflective of a very negative view taken by the rating agencies on the operating environment and economic conditions during that time.

CONTEXTUALISING INVESTEC BANK PLC'S RATINGS

(continued)

IBP current credit ratings

Investec Bank plc (IBP)	
Moody's	
Long-term deposit rating	A1
Senior unsecured MTN	(P) A1
Counterparty Risk Rating	A1/Prime-1
Baseline credit assessment (BCA) and Adjusted BCA	baa1
Senior subordinate rating	Baa2
Short-term deposit rating	Prime-1
Short-term notes and issuer rating	Prime-1
Outlook	Stable
Fitch	
Long term Issuer Default rating (IDR)	BBB+
Senior unsecured certificates of deposits (long term/short term)	BBB+/F2
Senior unsecured EMTN Programme (long term/short term)	BBB+/F2
Subordinated debt	BBB-
Short term Issuer Default rating (IDR)	F2
Support rating	5
Viability rating	bbb+
Outlook	Negative

Peer group ratings comparison

Below is a comparison of long-term ratings across some of the banks in the United Kingdom.

Bank name	Investec Bank plc	Barclays Bank plc [^]	Close Brothers Limited	Clydesdale Bank plc	HSBC Bank plc [^]	Lloyds Bank plc [^]	Natwest Bank plc [^]	Santander UK plc [^]	Standard Chartered Bank [^]
Moody's									
Long-term rating	A1	A1	Aa3	Baa1	A1	A1	A1	A1	A1
Outlook	Stable	Stable	Negative	Stable	Stable	Stable	Stable	Stable	Stable
BCA (baseline credit assessment)	baa1	baa3	a2	baa2	baa2	a3	baa1	a3	baa2
Fitch									
Long-term rating	BBB+	A+	A-	A-	AA-	A+	A+	A+	A+
Outlook	Negative	Negative	Negative	Negative	Negative	Negative	Negative	Negative	Negative
Viability rating	bbb+	a	a-	bbb+	a	a	a	a	a

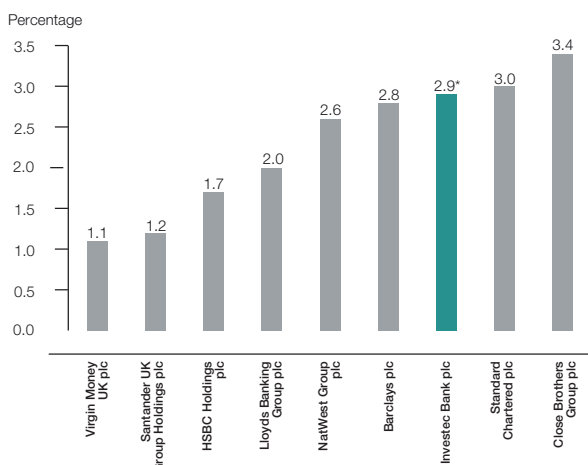
Rating definitions: Short-term ratings should be used for investments less than a one year time horizon and long-term ratings for periods greater than a year.

Note: Comparative ratings have been sourced from the Moody's and Fitch websites as at 18 November 2020 and may be subject to changes for which we cannot be held accountable. It is advisable to discuss the ratings of the various companies with the companies themselves as this information merely reflects our interpretation thereof.

[^] These peer comparative ratings represent the ring-fenced banking entity of their group structure.

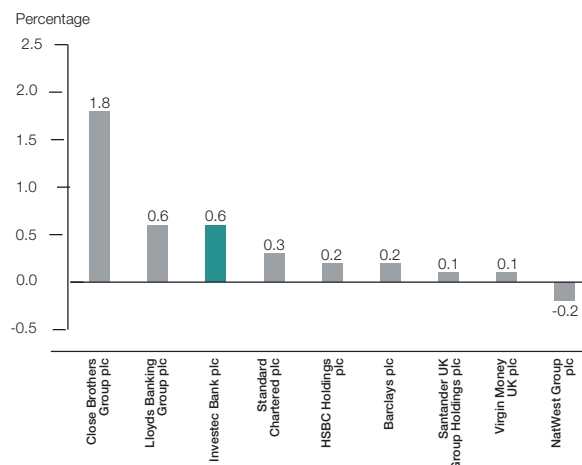
PEER COMPARISON OF MOODY'S SCORECARD KEY RATIOS

Asset risk: Problem loans/gross loans (smaller number is better)

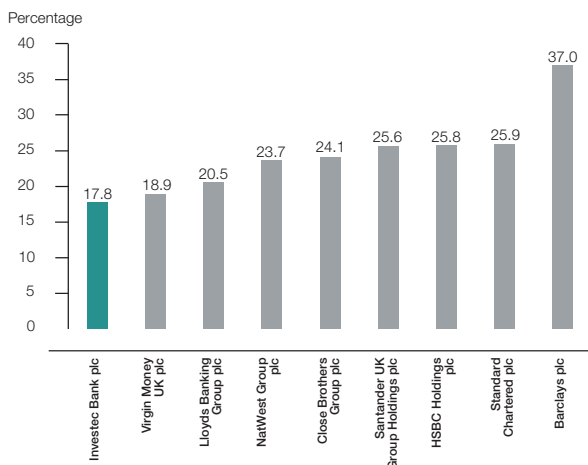


* Of the 2.9%, 1.5% relates to IBP's legacy portfolio which is comprised of pre-2008 assets held on balance sheet, that had low/negative margins and assets relating to business we are no longer undertaking

Profitability: Net income/tangible assets (larger number is better)

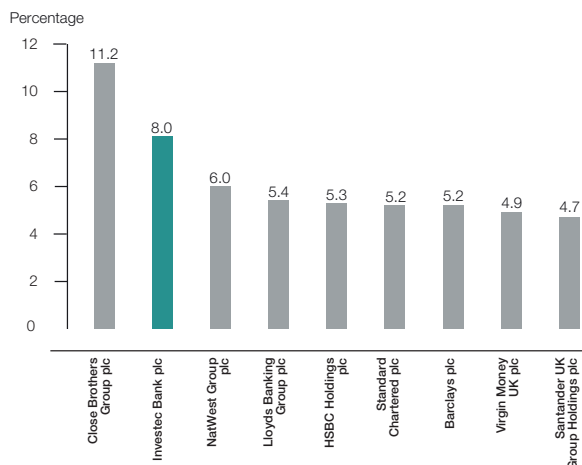


Funding structure: Market funds**/tangible banking assets (smaller number is better)



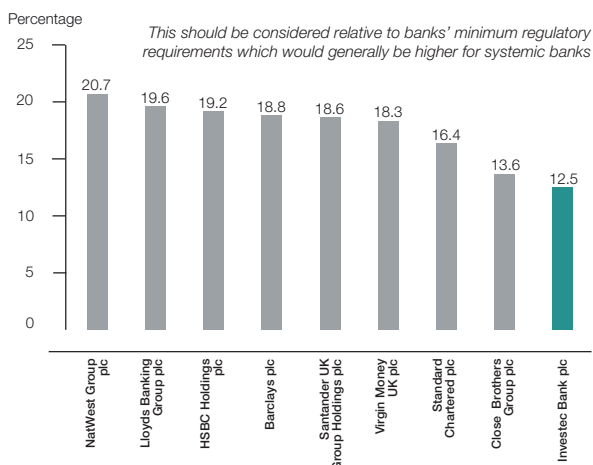
** Where market funds are defined by Moody's as: due to financial institutions + short-term borrowing + trading liabilities + other financial liabilities at FV + senior bonds + due to related parties - 50% of covered bonds

Leverage ratio^: Regulatory equity/regulatory assets (larger number is better)

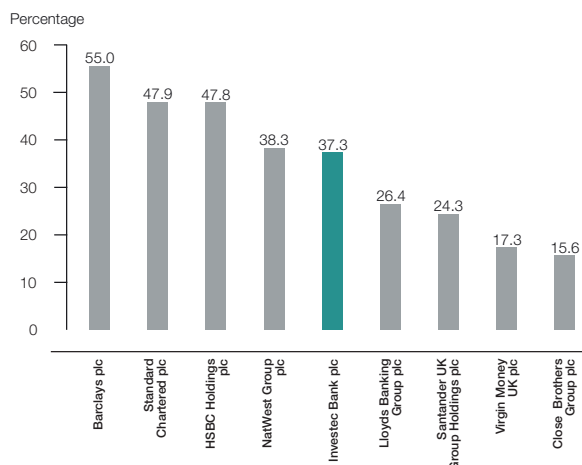


^ IBP is not subject to the UK Leverage Framework, however for comparative purposes, under the current UK leverage ratio framework IBP had a leverage ratio of 9.0% at 30 September 2020

Capital: Tangible common equity/risk-weighted assets (larger number is better)



Liquid resources: Liquid banking assets/tangible banking assets (larger number is better)



Note: IBP applies the standardised approach in the calculation of risk-weighted assets and as a result we inherently hold more capital than our peers who are on the Advanced/Internal Ratings Modelled approach. IBP's Total RWAs/Total assets was 66% at 30 September 2020 (64% at 31 March 2020), which is substantially higher than some other UK banks which have an average RWA intensity of c.30%. Source for all graphs other than the leverage ratio: Moody's published rating reports at 18 November 2020. Leverage ratio graph sourced from company interim/annual financial results as at 18 November 2020 and shown at the entity level at which a leverage ratio has been disclosed.

FINANCIAL INFORMATION

IBP has maintained consistently sound operating fundamentals through varying economic cycles as evidenced below:

	Sept 2020	31 Mar 2020	31 Mar 2019 [^]	31 Mar 2018	31 Mar 2017	31 Mar 2016	% change Mar 2020 vs 2016
Operating profit before non-operating items, taxation, expected credit loss impairment charges and after non-controlling interests (£'mn)	86.4	249.3	299.8	242.4	236.0	230.6	8%
Adjusted operating profit (£'mn)	46.7	173.6	274.8	136.3	161.1	146.3	19%
Earnings attributable to ordinary shareholder (£'mn)	31.2	57.8	161.9	97.8	117.8	96.6	(40%)
Cost to income ratio [*]	80.1%	73.9%	72.6%	76.7%	75.9%	73.2%	1%
Total capital resources (including subordinated liabilities) (£'mn)	3 151	3 118	2 967	2 789	2 559	2 440	28%
Total equity (£'mn)	2 361	2 331	2 163	2 209	1 980	1 843	26%
Total assets (£'mn)	24 223	24 670	22 121	20 097	18 381	18 335	35%
Net core loans (£'mn)	11 953	11 832	10 487	9 663	8 599	7 781	52%
Customer accounts (deposits) (£'mn)	15 835	15 506	13 499	11 970	11 289	11 038	40%
Cash and near cash balances (£'mn)	6 222	6 040	6 792	5 598	4 853	5 046	20%
Funds under management (£'mn)	38 018	33 465	39 482	37 276	35 941	30 104	11%
Risk-weighted assets (£'mn)	15 989	15 808	14 631	13 744	12 716	11 738	35%
Total capital ratio (current)	16.2%	16.5%	17.0%	16.5%	16.6%	17.0%	
Tier 1 ratio (current)	13.1%	13.1%	12.9%	13.2%	12.2%	11.9%	
Common equity tier 1 ratio (current)	11.5%	11.5%	11.2%	11.8%	12.2%	11.9%	
Leverage ratio (current)	8.0%	8.0%	7.9%	8.5%	8.0%	7.5%	
Stage 3 exposure net of ECL/default loans (net of impairments) as a % of net core loans subject to ECL	2.2%	2.4%	2.2%	2.2%	1.6%	2.2%	
Credit loss ratio [#]	0.60%	0.69%	0.38%	1.14%	0.90%	1.13%	
Total gearing ratio (i.e. total assets to equity)	10.3x	10.6x	10.2x	9.1x	9.3x	9.9x	
Loans and advances to customers as a % of customer deposits	75.5%	76.3%	77.7%	80.7%	76.2%	70.5%	

^{*} Depreciation on operating leased assets of £0.4 million (31 March 2020: £1.4 million), which was previously reported as a separate line item, has been included in operating costs. The prior period has been restated to reflect the same basis.

[#] The credit loss ratio is the annualised expected credit loss (ECL) impairment charge on gross core loans as a % of average gross core loans subject to ECL.

FINANCIAL INFORMATION

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LIQUIDITY AND FUNDING

£6.2bn *cash and near cash*

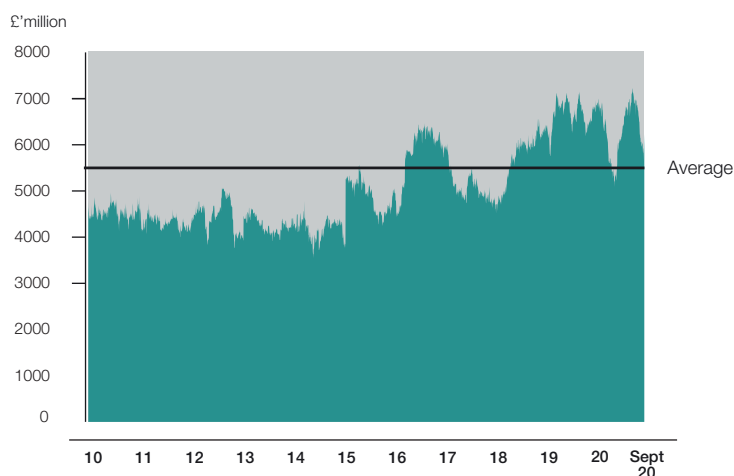
IBP has a liquidity management philosophy that has been in place for many years. The bank continues to focus on maintaining a high level of readily available high-quality liquid assets targeting a minimum cash to customer deposit ratio of 25%. At 30 September 2020, the bank had £6.2 billion of cash and near cash to support its activities, representing approximately 39% of customer deposits.

Furthermore, the bank maintains an appropriate mix of term funding, placing a low reliance on interbank wholesale funding to fund core lending asset growth. IBP targets a diversified funding base, avoiding undue concentrations by investor types, maturity and market source, instrument and currency. Customer deposits amounted to £15.8 billion as at 30 September 2020 (31 March 2020: £15.5 billion).

Deposit guarantees

In terms of the Financial Services Compensation Scheme, the UK government guarantees a maximum deposit of £85 000 per individual per institution.

Cash and near cash trend



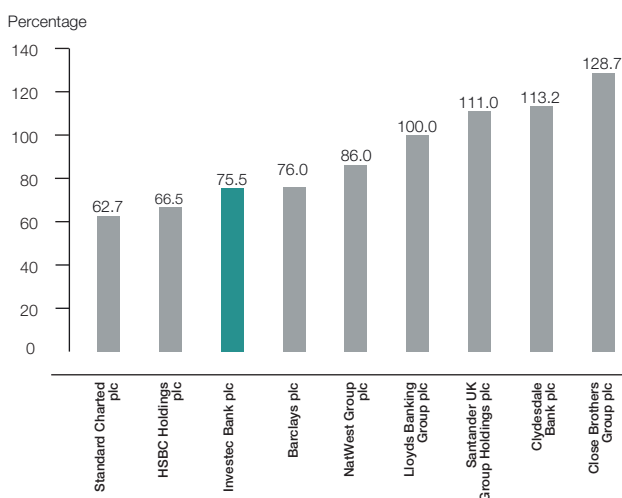
LOAN TO CUSTOMER DEPOSIT RATIO

75.5%

IBP's loan to customer deposit ratio is conservative in comparison to peers and further illustrates IBP's strong liquidity position.

The loan to customer deposit ratio graph is sourced from the latest company interim/annual financial results available as at 18 November 2020 and reflects the balance sheet figures for loans and advances to customers and customer deposits.

Loan to customer deposit ratio

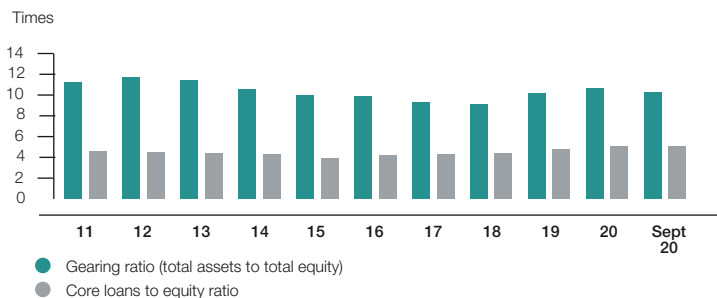


GEARING

10.3x

IBP is not a highly geared bank. A number of banks that have come into difficulty in the past have been in excess of 40x geared. IBP's comparative ratio would be 10.3x.

Gearing ratio



FINANCIAL INFORMATION

(continued)

CAPITAL ADEQUACY

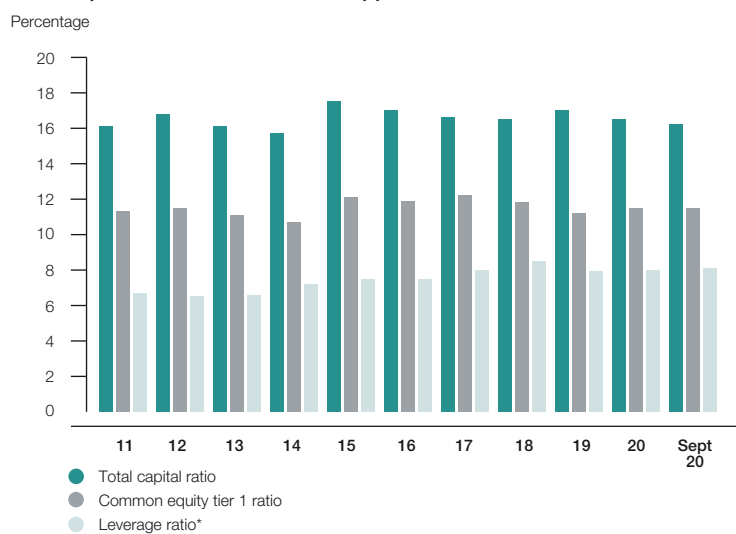
16.2% *total capital ratio*

IBP holds capital in excess of regulatory requirements and intends to perpetuate this philosophy and ensure that it remains well capitalised. The bank has never required shareholder or government support. As at 30 September 2020, the total capital ratio of IBP was 16.2% and the common equity tier 1 ratio was 11.5%.

The bank's anticipated 'fully loaded' Basel III common equity tier 1 ratio and leverage ratio are 11.0% and 7.7%, respectively (where 'fully loaded' is based on Basel III requirements as fully phased in by 2022). These disclosures incorporate the deduction of foreseeable charges and dividends as required by the regulations. Excluding this deduction, the common equity tier 1 ratio would be 7bps higher (31 March 2020: 0bps).

We are on the Standardised Approach in terms of Basel, thus our risk-weighted assets represent a large portion of our total assets.

Basel capital ratios – standardised approach



* The leverage ratio has only been disclosed since 2014. Historic information has been estimated.

ASSET QUALITY AND EXPOSURES

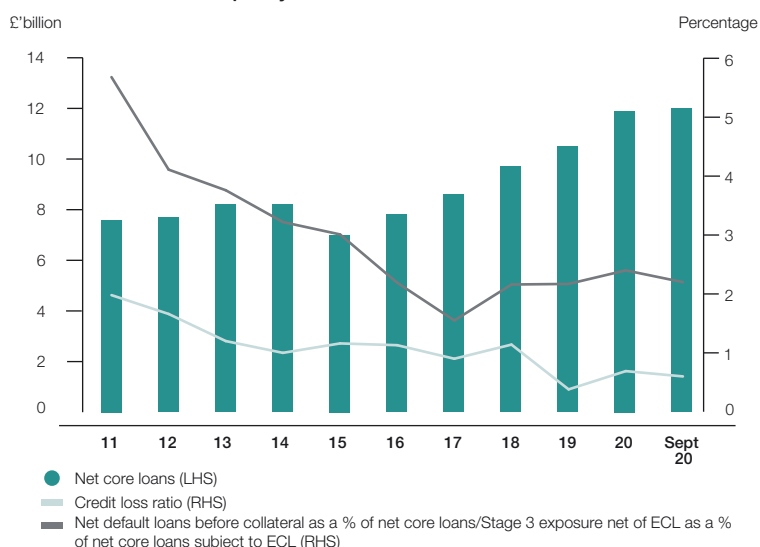
0.60% *annualised credit loss ratio*

The bulk of IBP's credit and counterparty risk arises through its private client and corporate client activities. The bank lends to high net worth and high income individuals, mid to large sized corporates, public sector bodies and institutions. The majority of IBP's credit and counterparty exposures reside within its principal operating geography, namely the UK.

The total ECL impairment charges amounted to £39.7 million for the six months ended 30 September 2020 (2019: £16.0 million). However, the annualised credit loss ratio decreased from 0.69% at 31 March 2020 to 0.60% at 30 September 2020.

Stage 3 exposure net of ECL at 30 September 2020 amounted to £253 million (31 March 2020: £272 million). Stage 3 exposure net of ECL as a percentage of net core loans subject to ECL at 30 September 2020 amounted to 2.2% (31 March 2020: 2.4%).

Core loans and asset quality



FOR FURTHER INFORMATION:

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