

Interim results presentation

18 NOVEMBER 2021



Proviso

- Please note that matters discussed in today's presentation may contain forward looking statements which are subject to various risks and uncertainties and other factors including, but not limited to:
 - changes in the political and/or economic environment that would materially affect the Investec group
 - changes in the economic environment caused by COVID-19, the resulting lockdowns and government programmes aimed to stimulate the economy
 - changes in legislation or regulation impacting the Investec group's operations or its accounting policies
 - changes in business conditions that will have a significant impact on the Investec group's operations
 - changes in exchange rates and/or tax rates from the prevailing rates at 30 September 2021
 - changes in the structure of the markets, client demand or the competitive environment
- A number of these factors are beyond the Investec group's control
- These factors may cause the Investec group's actual future results, performance or achievements in markets in which it operates to differ from those expressed or implied
- Any forward looking statements made are based on knowledge of the group at 17 November 2021
- Unless otherwise stated, all information in this presentation has been prepared on a statutory basis

Agenda

01

Overview

Fani Titi
Group Chief Executive

02

Financial review

Nishlan Samujh
Group Finance Director

03

Closing and Q&A

Fani Titi
Group Chief Executive

“Antifragility is beyond resilience or robustness.
The resilient resists shocks and stays the same;
the antifragile gets better.”

Nassim Nicholas Taleb

Antifragile: Things That Gain from Disorder

*Thanking our clients for their continued support
and our people for their extraordinary dedication*

Overview



Journey to simplify, focus and grow the business



- Demerged Investec Asset Management (now separately listed as Ninety One) in March 2020
- Exited businesses which were subscale, non-core businesses or fall outside our refined risk appetite
- **The Board has approved the distribution of 15% holding in Ninety One***
 - **Cumulative value of Ninety One distribution to shareholders of £1 679mn[^] (c.R34bn) since March 2020**



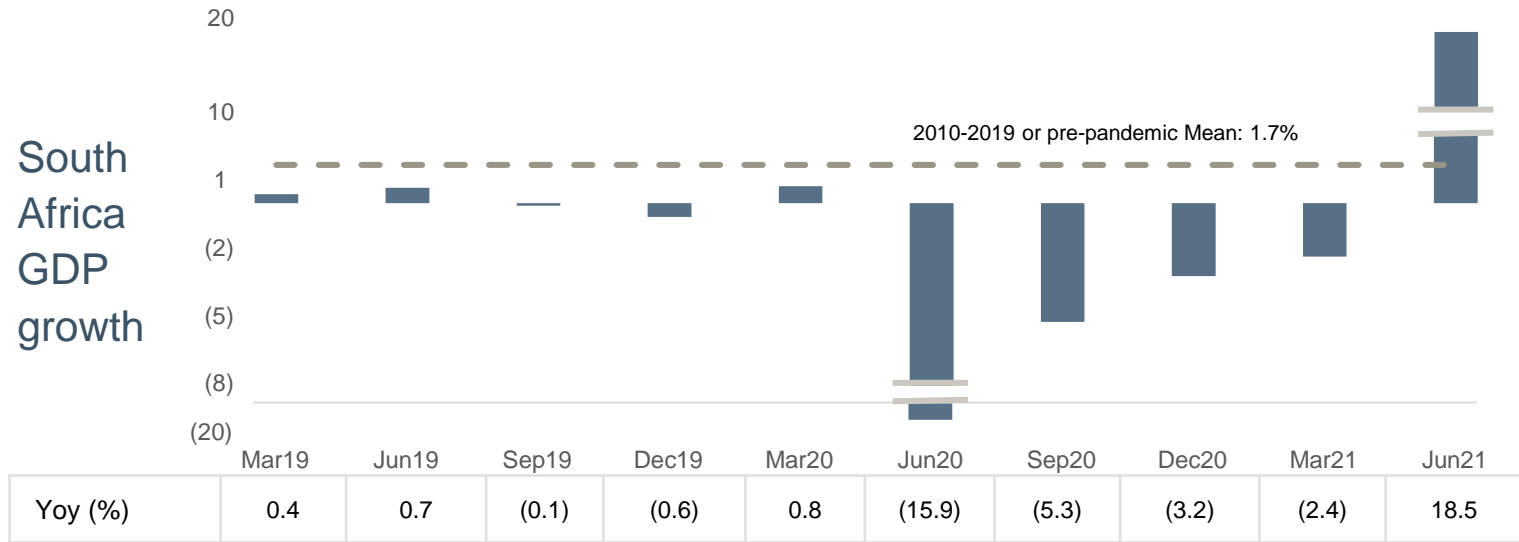
- Strong franchise performance supported by our deep client relationships and connected eco-system
- Focus on continued cost discipline and driving improved operational leverage
- Building deeper product and operational capability within the organisation to drive competitiveness
- Committed to optimisation of capital through right sizing the Group Investments portfolio



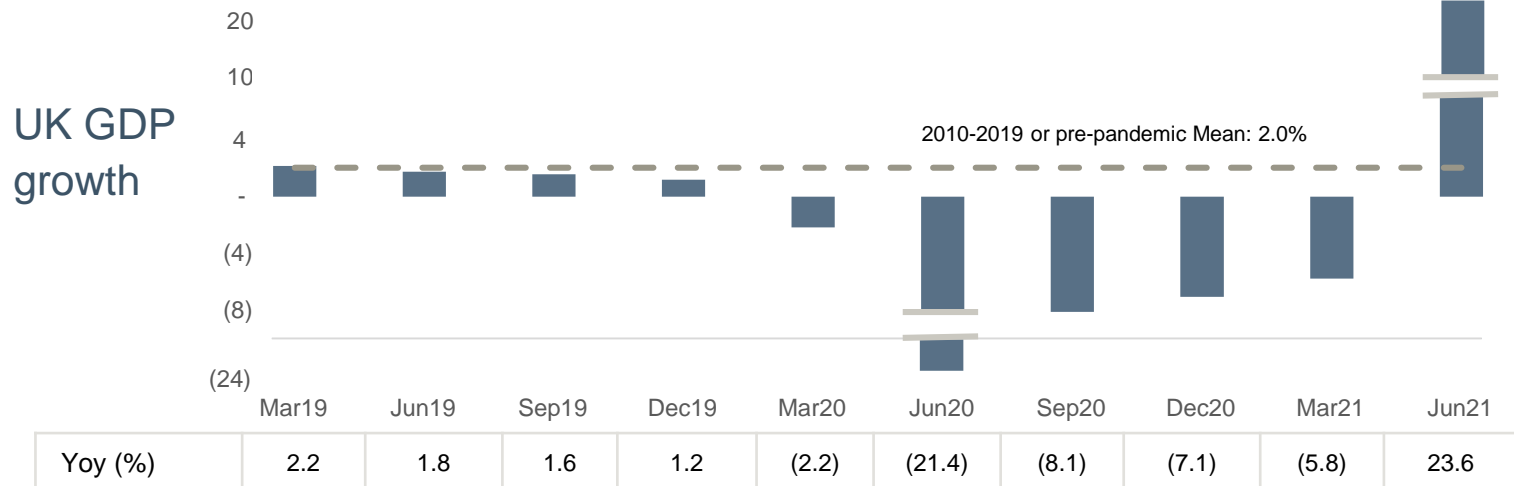
- Heightened focus on growth and competitive positioning in our chosen markets, underpinned by a disciplined approach to capital allocation and risk management

*Subject to regulatory, shareholder and other approvals. [^]Calculated using closing share price of 260p as at 16 November 2021

Improved macro environment....

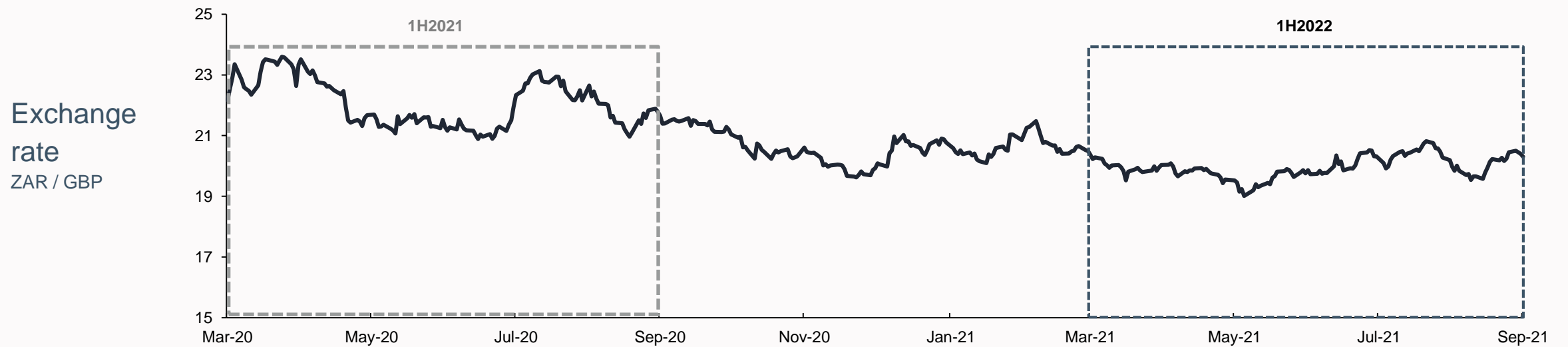


- South Africa GDP contracted by -6.4% y/y in calendar year 2020, due to the severe COVID-19 lockdown restrictions.
- The economy is expected to see a 5.0% y/y GDP rebound in calendar year 2021, albeit still behind pre-pandemic levels.



- UK economic activity has continued its remarkable recovery from the pandemic. The economy is now only 3.3% below its pre-pandemic peak.
- After a robust expansion in Q2, growth is expected to slow, but remain above trend as the normalisation process continues, barring materialisation of any severe downside risks.
- Our base case assumption is growth of 6.9% in calendar year 2021 and 4.5% in calendar year 2022.

...and supportive financial markets



Global interest rates

USA 10-year treasury bonds



- Global interest rates reduced markedly in response to the COVID-19 pandemic, but have stabilised and risen over the last 12 months as economies have recovered.
- Most recently, a rapid rebound in demand combined with strained global supply chains and energy shortages has caused significant inflationary pressure across the global economy.
- This inflation spike is forcing many central banks to accelerate their policy tightening timelines, and so we would now expect global interest rates to rise further.

Results highlights

Adjusted operating profit

£325.7_{mn}

(SEP-20: £142.5MN)

128.6% AHEAD OF PRIOR PERIOD

Adjusted earnings per share

26.3_p

(SEP-20: 11.2P)

134.8% AHEAD OF PRIOR PERIOD

Net asset value per share

479.2_p

(MAR-21: 458.0P)

UP 9.3%* SINCE MAR-21

Return on equity (ROE)

11.2%

(SEP-20: 5.3%)

Cost to income ratio

64.0%

(SEP-20: 72.0%)

Credit loss ratio*

7 bps

(SEP-20: 47 BPS)

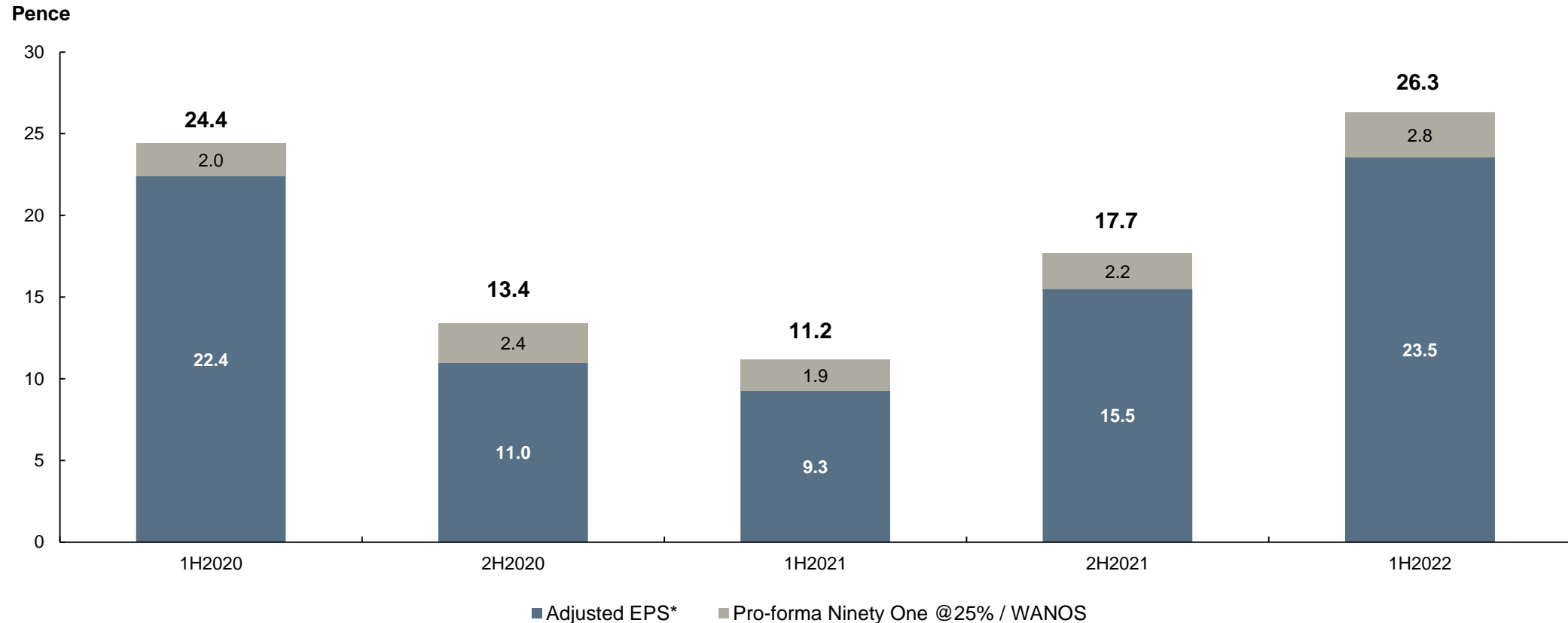
INTERIM DIVIDEND – 11.0P (1H2021: 5.5P)

SPECIAL DISTRIBUTION OF 15% HOLDING IN NINETY ONE^ – 35P PER SHARE

*Annualised. ^Subject to regulatory, shareholder and other approvals. Calculated using closing share price of 260p as at 16 November 2021

Strong earnings recovery above pre-pandemic levels

Adjusted EPS significantly ahead of the prior period, and comparable to pre-pandemic levels*

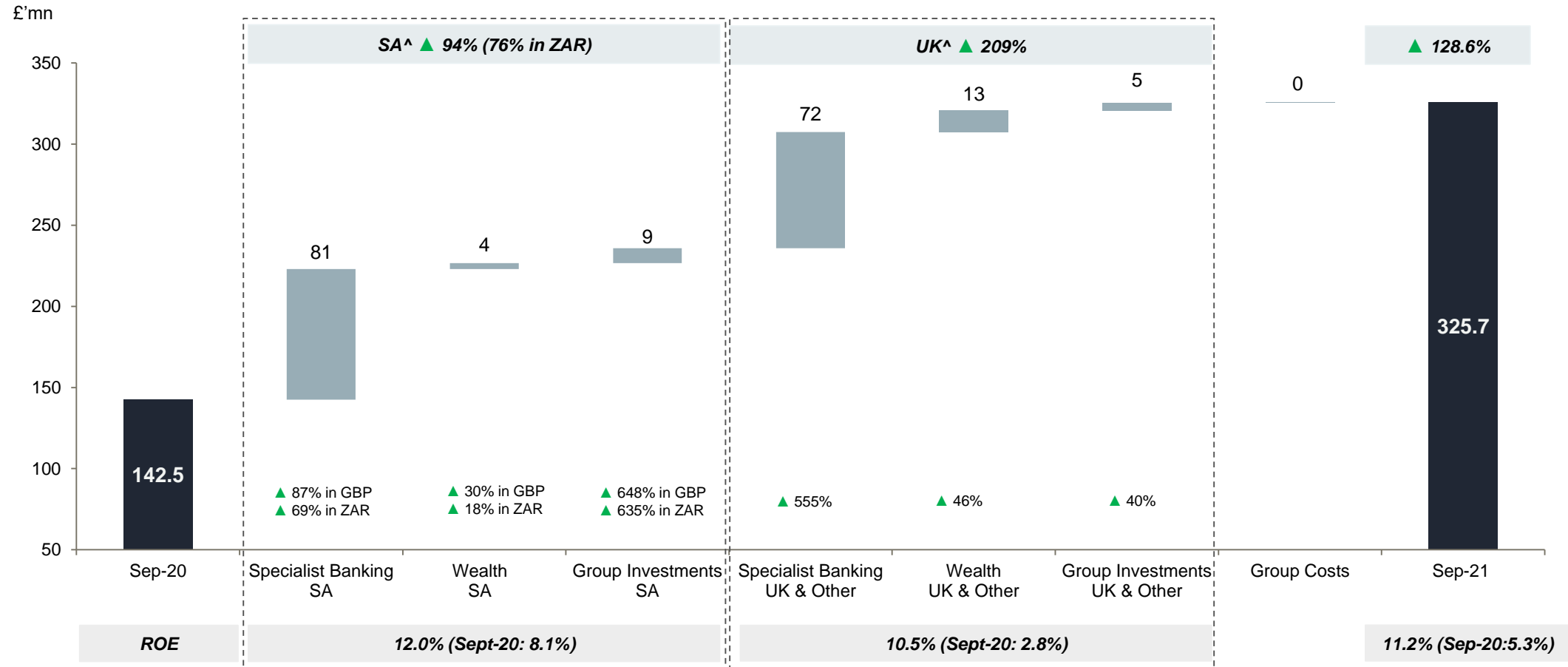


EARNINGS MOMENTUM EXPERIENCED IN 2H2021 CONTINUED INTO 1H2022

* Adjusted earnings attributable to ordinary shareholders divided by WANOS (weighted average number of ordinary shares in issue) during the year.

Solid underlying performance

Adjusted operating profit* increased across the group



POSITIVE MOMENTUM SEEN ACROSS OUR RESILIENT CLIENT FRANCHISES

*Operating profit before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests. ^ Geographical metrics shown for SA and UK are inclusive of group costs.

Divisional highlights

UK & Other | Wealth & Investment

- Achieved record FUM during the period (Sep-21: £44.7bn)
- Net inflows of £627mn
- Adjusted operating profit up 46.1% to £42.2mn

SA | Wealth & Investment

- Breadth and depth of product offering suitable for wealth globalisation trend
- Discretionary net inflows of R10.1bn
- Adjusted operating profit up 17.8% to R311mn

UK & Other | Specialist Bank

- Loan book excluding Australia grew by 12.4% to £13.7bn
- Strong client acquisition across the business
- Adjusted operating profit substantially ahead of the prior period at £84.5mn

SA | Specialist Bank

- Loan book up 3.4% to R297.1bn
- Our client base was active and opportunistic in the period under review
- Adjusted operating profit 69.1% ahead of prior period at R3 460mn

Group Investments

- Assets have a carrying value of £833.8mn and market value of £1 015mn*

UK & Other | 10.5%

G E O G R A P H I C R O E %

SA | 12.0%

*As at 16 November 2021

Sustainability highlights

Ensuring that we do no harm, contribute positively, lend and invest responsibly and maintain our competitive ESG position

PROGRESS MADE ON OUR CORE SDGS



Net-Zero commitments

99.9%

Shareholders Scope 3 financed emissions resolution

Joined UN-Convened Net-Zero Banking Alliance



Equality commitments

43%

Ethnic diversity on the board

36%

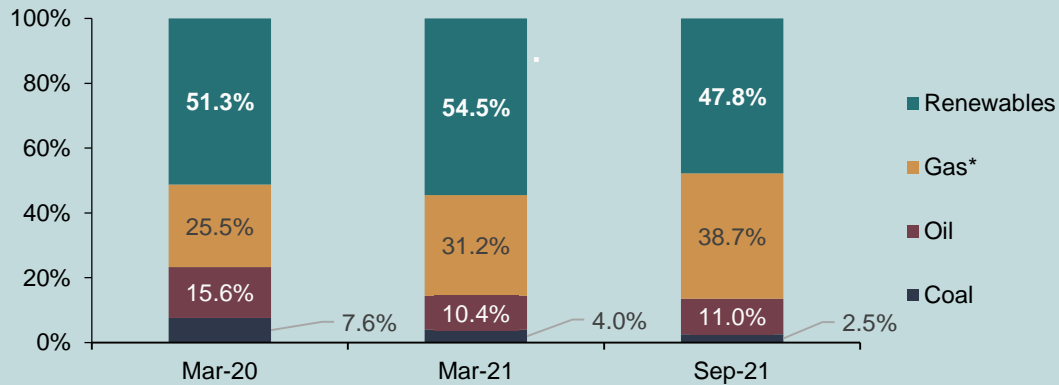
Women on the board

MINIMAL LENDING TO COAL

0.11%

Coal exposure as a percentage of gross core loans (Mar-21: 0.17%).

Group energy exposure



SUSTAINABLE FINANCE AND RATINGS

\$600_{mn}

Raised for Investec Bank plc through **Sustainability linked Loan**. (3x oversubscribed).

\$30.6_{mn}

Raised by Investec Wealth & Investment as at 30-Sept 2021 through the launch of a **Global Sustainable Equity Fund**.

16.6

Low-risk Sustainalytics rating. Placing us in the Top 16% of the banking industry

Providing profitable, impactful and sustainable products and services | Incorporating sustainability in the way we do business and creating innovative solutions

* Majority is natural gas

Agenda

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Group Chief Executive

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Nishlan Samujh
Group Finance Director

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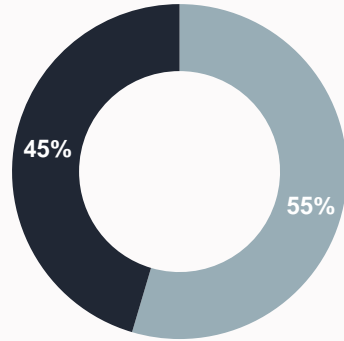
Closing and Q&A

Fani Titi
Group Chief Executive

Diversified, quality revenue mix across geographies and businesses

Geography

Sep-21



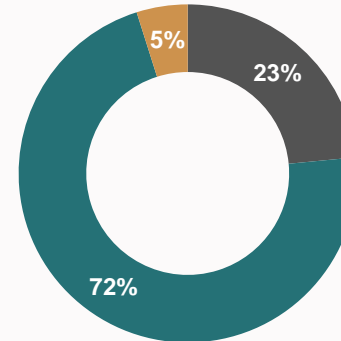
■ UK and Other ■ Southern Africa

Operating income

up 30.5% to £951.1mn

Division

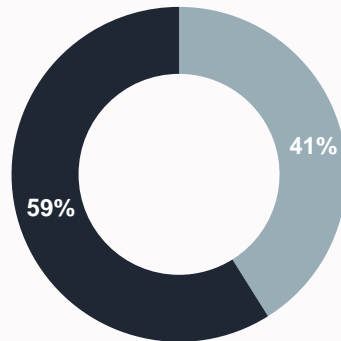
Sep-21



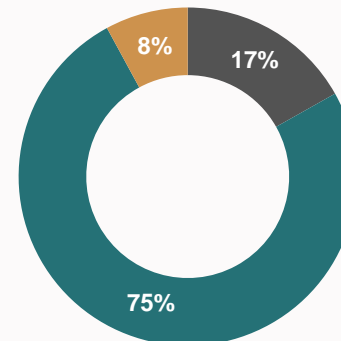
■ Wealth & Investment ■ Specialist Bank ■ Group Investments

Adjusted operating profit*

up 128.6% to £325.7mn



■ UK and Other ■ Southern Africa



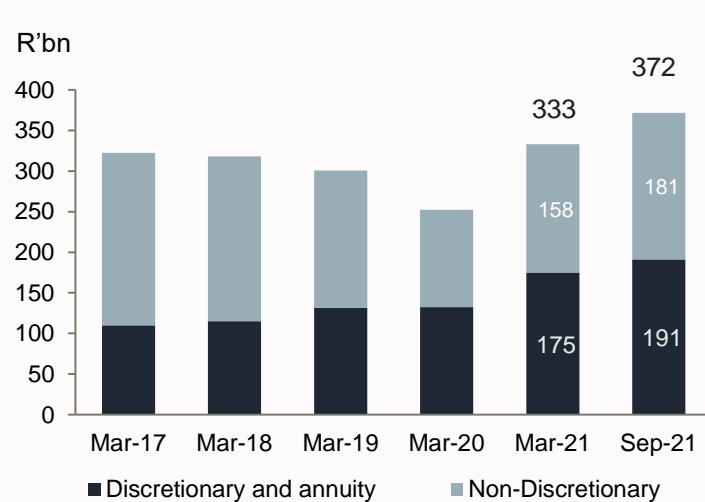
■ Wealth & Investment ■ Specialist Bank ■ Group Investments

*Adjusted operating profit by geography is Operating profit before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests. Adjusted operating profit by division is Operating profit before group costs, goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests.

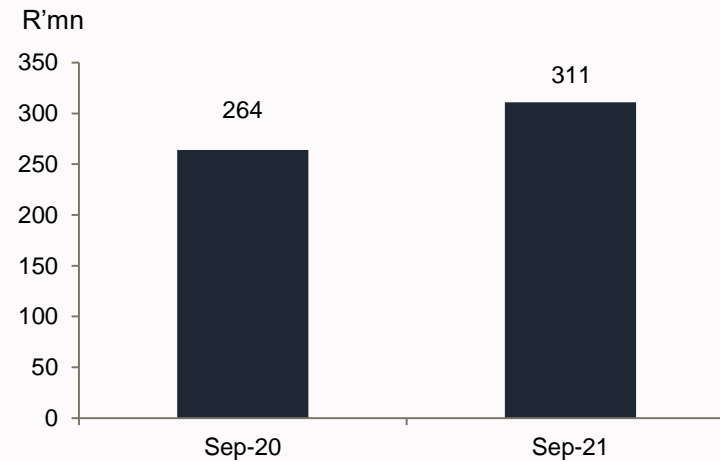
Wealth & Investment SA

Net inflows and favourable market movements supported revenue growth

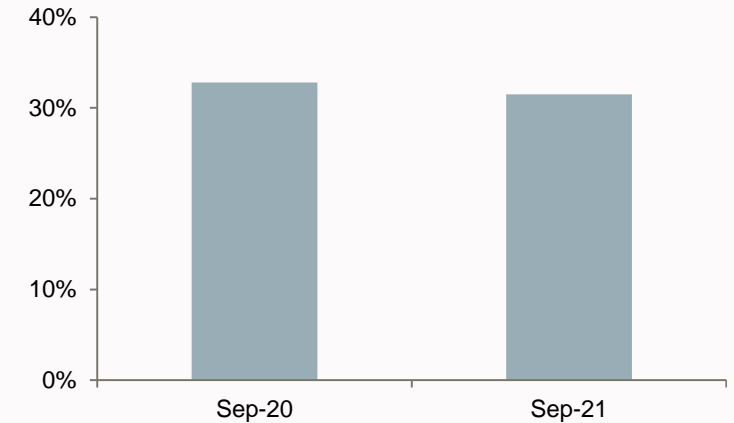
Funds under management



Adjusted operating profit*



Operating margin



- FUM increased 11.7% to R372bn since Mar-21
- Net organic growth in FUM of 11.6%, record net inflows of R16.9bn (of which R10.1bn discretionary inflows)

- Adjusted operating profit* up 17.8% to R311mn
- Sustained inflows into offshore product range
- Higher average annuity and discretionary FUM
- Increased brokerage fees due to higher trading activity

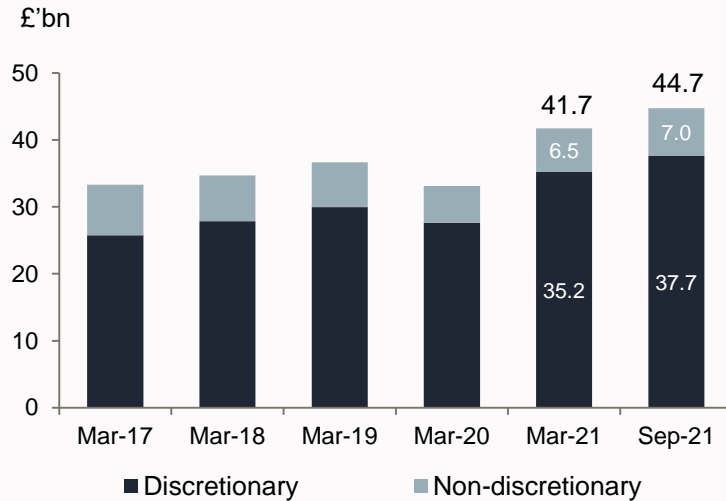
- Operating margin at 31.5% (Sep-20: 32.8%)
- Operating income up 22.6%
- Operating costs up 24.9% – in line with increased revenue
 - Higher average headcount of investment specialists, wealth managers and IT personnel

*Operating profit before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests.

Wealth & Investment UK & Other

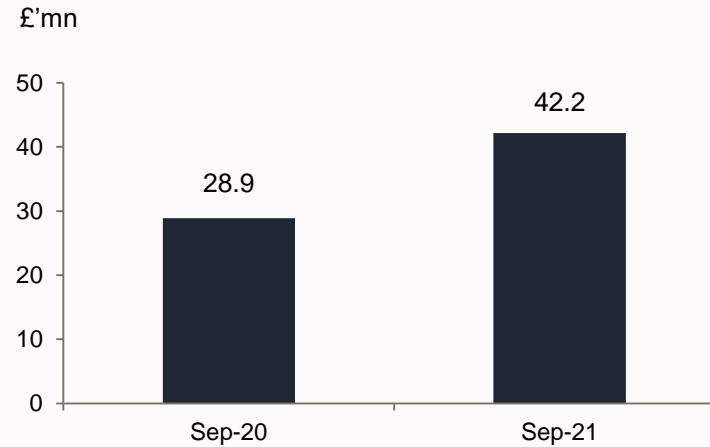
Record performance in FUM seen in 1H2022

Funds under management



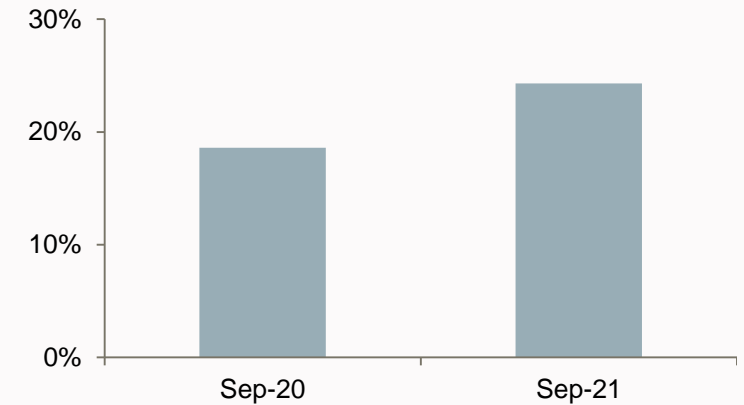
- FUM up 7.2% since Mar-21 to £44.7bn
- Net organic growth in FUM of 3.0% annualised
- Net inflows of £627mn

Adjusted operating profit*



- Adjusted operating profit* up 46.1% to £42.2mn
- UK domestic business (97.1% of FUM) adjusted operating profit was £43.7mn (Sep-20: £30.8mn)
- Supported by higher market levels, organic growth in FUM and favourable investment performance
- Lower brokerage fee income

Operating margin



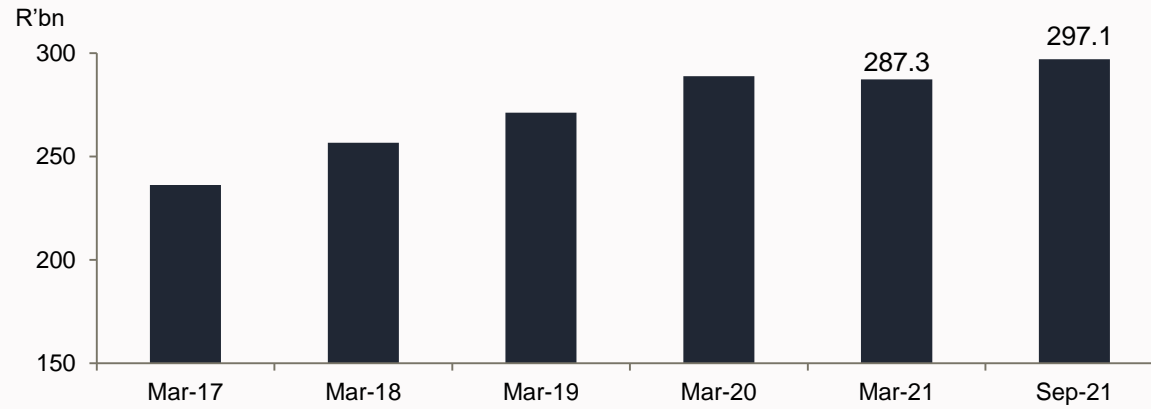
- UK domestic business operating margin** of 26.0 % (Sep-20: 20.5%)
- Operating income up 12.1%
- Operating costs up by 4.4% driven by:
 - Continued investment in technology
 - Increased discretionary spend
 - Variable remuneration up in line with business performance

*Operating profit before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests. **UK domestic operating margin excluding the impact of IFRS 16 lease interest expense on right-of-use assets. Note: Funds under management (FUM) relating to the Irish Wealth & Investment business which was disposed in Oct 2019 have been excluded from the FUM graph

Specialist Banking SA

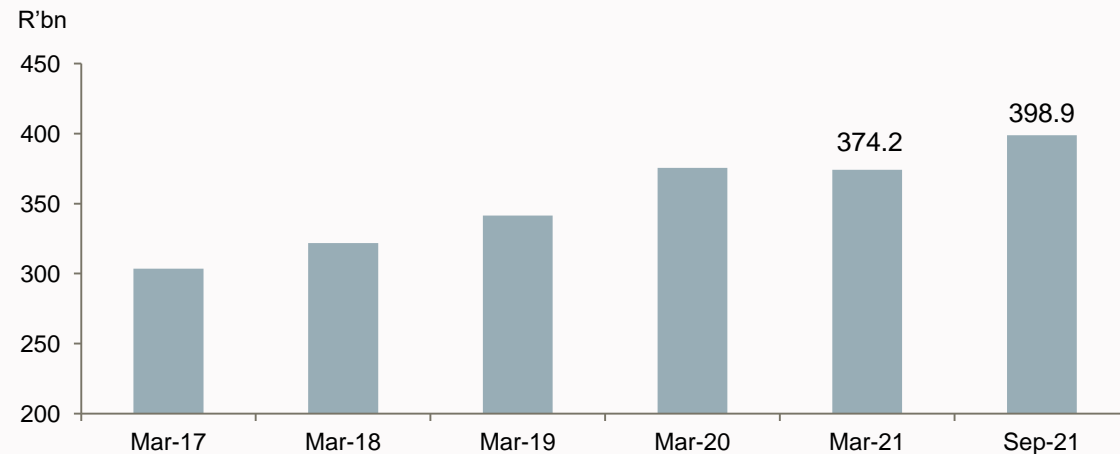
Modest loan growth impacted by an increase in private client lending and higher corporate repayments

Net core loans



- Net core loans increased 3.4% since Mar-21 to R297.1bn
- Private Banking loan book was supported by the low interest rate environment
- Strong growth in corporate lending turnover was offset by elevated repayments

Customer accounts (deposits)

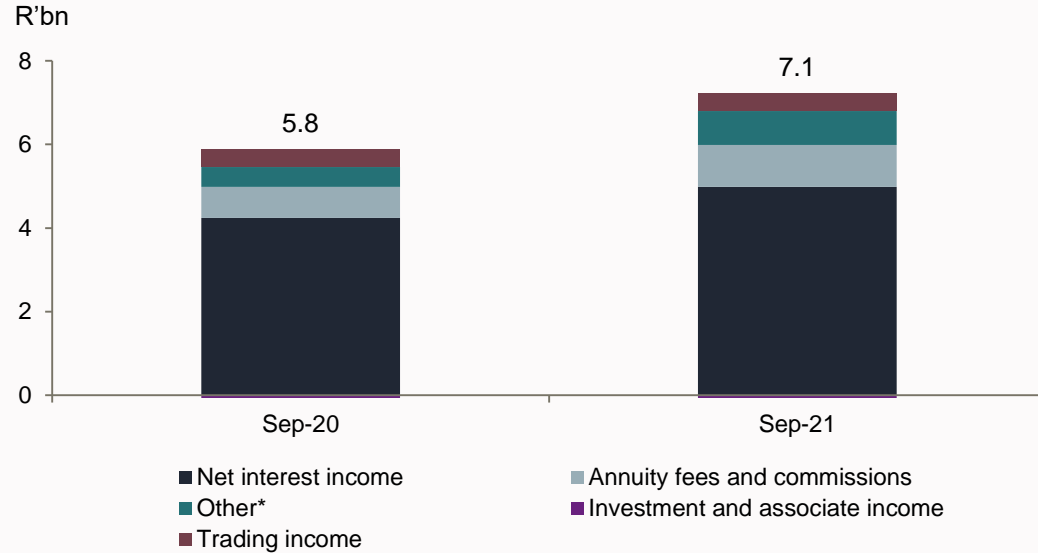


- Deposits increased 6.6% since Mar-21 to R398.9bn

Specialist Banking SA

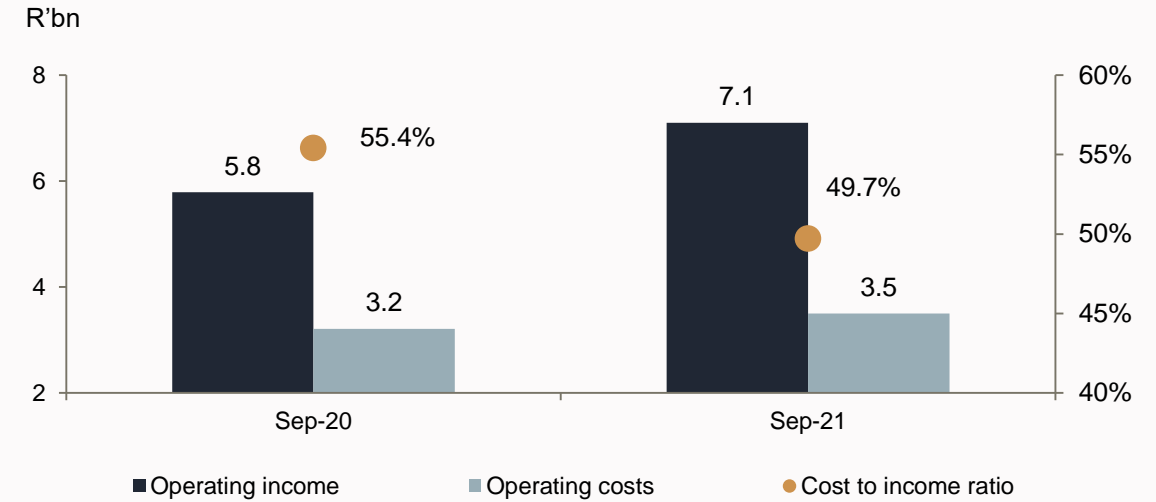
Solid performance from our client franchises

Operating income



- NII increased 17.4% driven by reduced funding costs and higher average loan book
- Net fees were supported by higher lending and transactional activity

Cost to income



- Cost to income ratio improved to 49.7% (Sep-20: 55.4%)
- Operating income grew 21.6%
- Operating costs increased 9.1%, in line with revenue growth
- Fixed costs increased by 3.7%

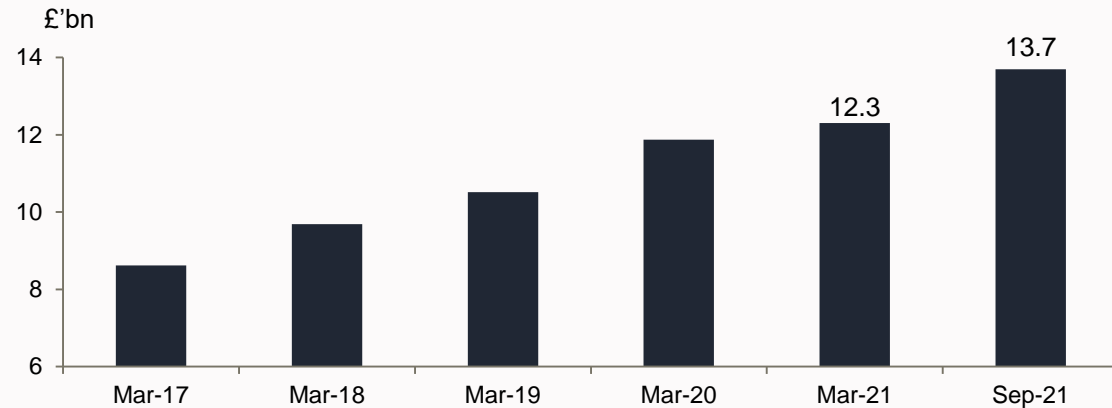
ADJUSTED OPERATING PROFIT INCREASED 69.1% TO R3 460 MILLION

*Other includes deal fees and other operating income

Specialist Banking UK & Other

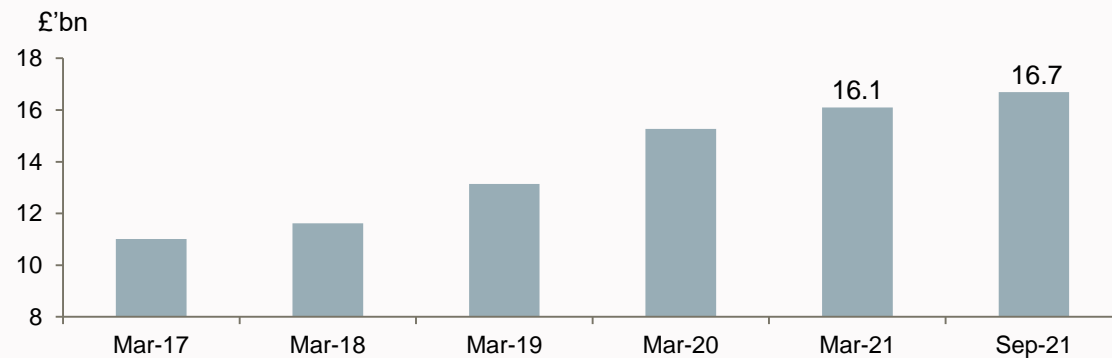
Strong growth in client acquisition and lending activity across the business

Net core loans



- Net core loans grew by 11.0% (12.4% excluding Australia) to £13.7bn (Mar-21: £12.3bn)
- Private client lending is up 19.6% driven by continued client acquisition
- Demand for corporate credit was strong across several portfolios with book growth of 7.8% (9.5% excluding Australia)

Customer accounts (deposits)

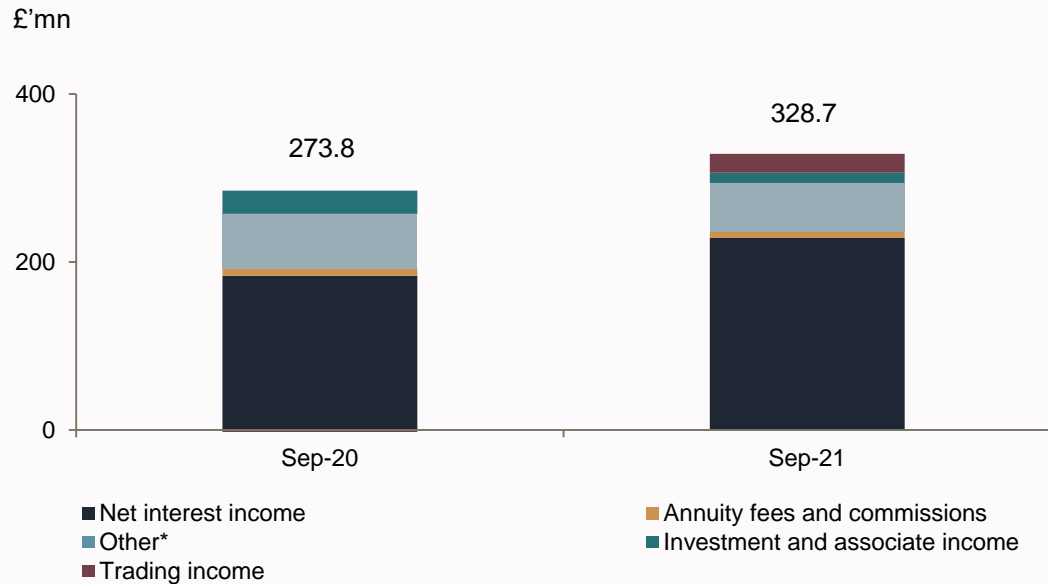


- Deposits grew by 3.9% since Mar-21 to £16.7bn

Specialist Banking UK and Other

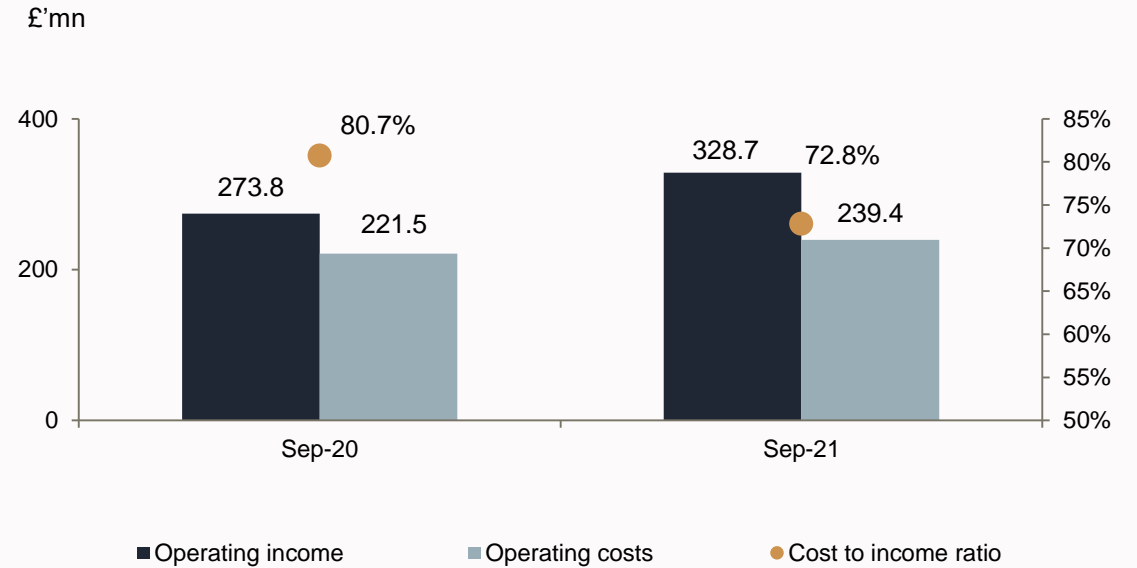
Delivered a strong set of results back to pre-COVID levels of profitability

Operating income



- NII increased by 24.6% due to lower funding costs and higher lending activity
- Immaterial costs related to our structured products book
- Lower net fees off a high base and impacted by the wind down of Australia

Cost to income



- Cost to income ratio improved to 72.8% (Sep-20: 80.7%)
- Operating income grew 20.1%
- Operating costs increased 8.1% :
 - Cost savings from reduced headcount were offset by higher variable remuneration in line with revenue growth

ADJUSTED OPERATING PROFIT INCREASED 554.8% TO £84.5 MILLION

*Other includes deal fees and other operating income

Group Investments

Group Investments pillar consists of equity investments held outside the group's banking activities

£'mn	Carrying value	Income yield	% Holding
Ninety One	369	13.9%	25.0%
IPF	161	4.9%	24.3%
IEP	261	7.3%	47.4%
Equity investments	43	(22.7%)	
Total - Balance Sheet carrying value	834	8.0%	
Average required capital	553		
Return on equity	10.1%		

Current Market Value @16/11/21	1,015
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Adjusted operating profit increased by 105.5% to £27.2mn (SEP-20: £13.2mn) driven by:

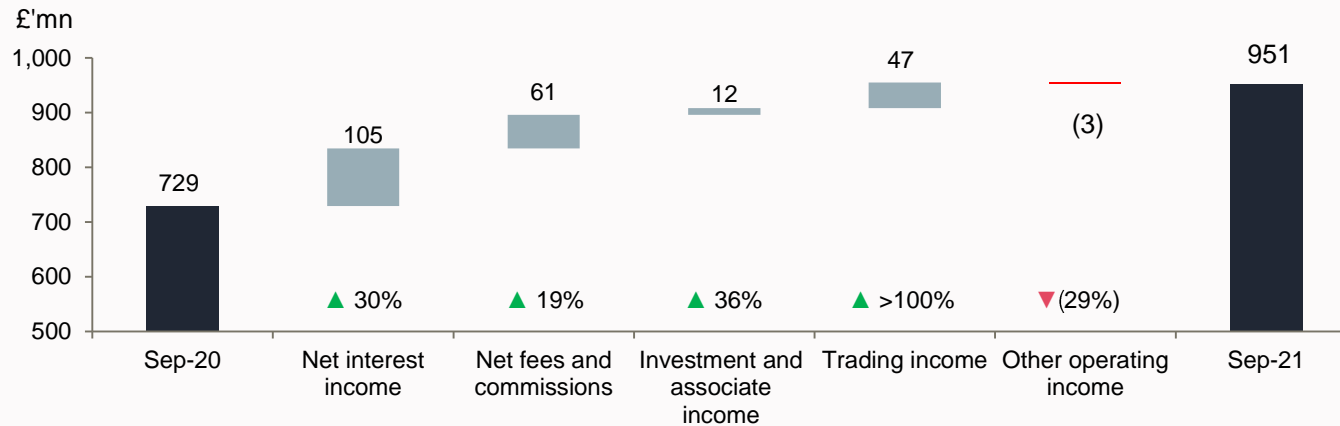
- Improved performance in IEP's underlying investee companies
- Growth in earnings from Ninety One in the period
- Lower negative fair value adjustments in the property portfolio and the non-repeat of the prior period losses in IPF's UK associate investment

Note: IPF is Investec Property Fund, IEP is the IEP Group. *Market value based on listed prices for Ninety One and IPF, carrying value for unlisted investments

Solid revenue growth

Supported by continued recovery in client activity, lower cost of funding, and sustained market improvements

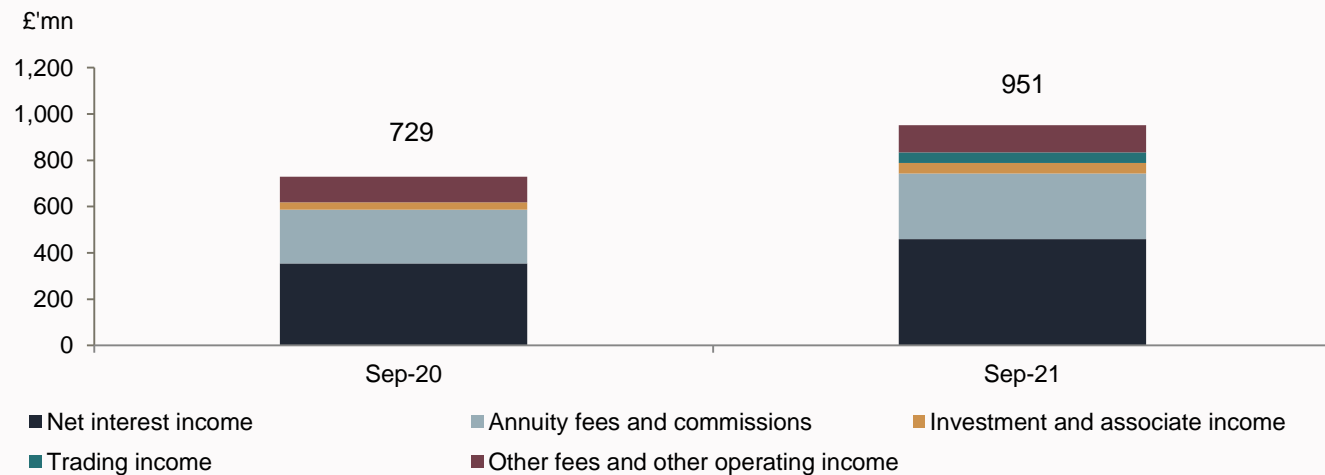
Operating income



Operating income increased 30.5% to £951.1mn

- Net interest income increased due to lower cost of funding and higher average lending books
- Fee and commission income was positively impacted by improved activity levels and higher average FUM
- Trading income reflects significantly reduced risk management and risk reduction costs of hedging UK structured products
- Higher associate income from improved performance in the Group Investments portfolio

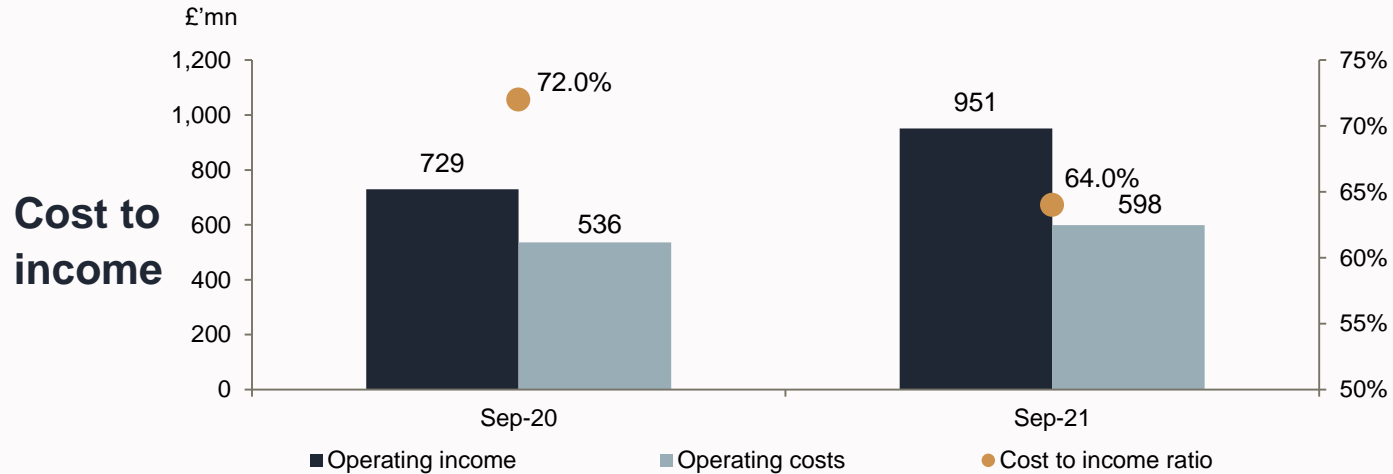
Operating income mix



- Annuity income of 78.1% for the period (Sep-20: 80.4%)

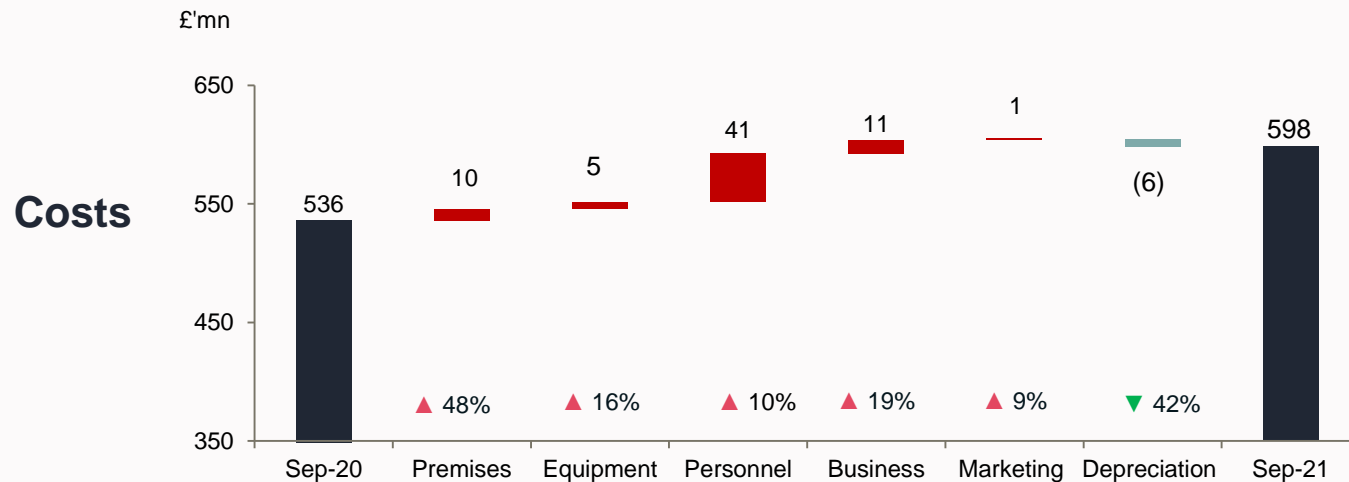
Operating cost analysis

Fixed operating costs were well contained reflecting continued cost discipline



Cost to income ratio improved to 64.0% (Sep-20: 72.0%)

- Operating income increased 30.5%
- Operating costs increased 11.7%

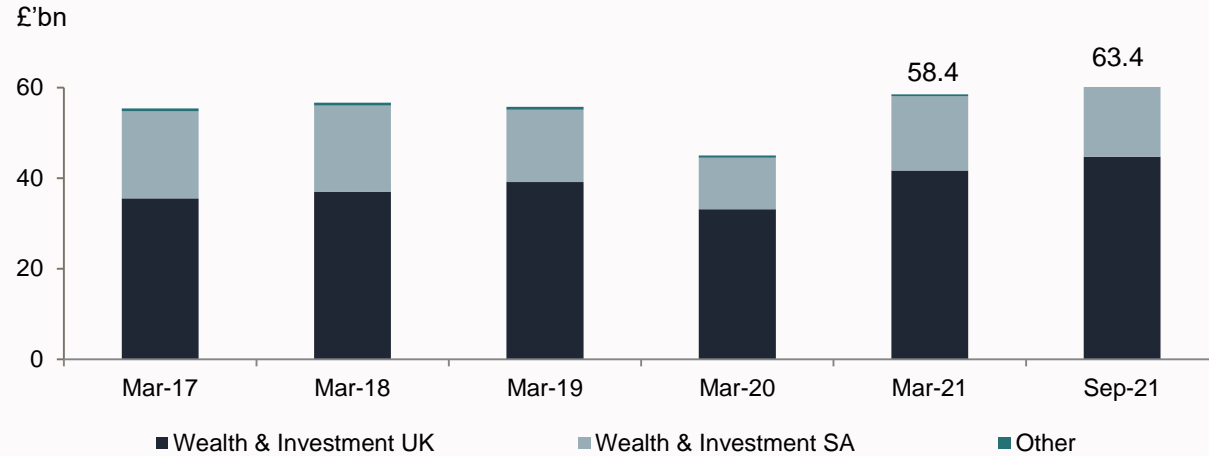


Operating costs increase was driven by:

- Continued investment in technology,
- Increased discretionary spend,
- and higher variable remuneration in line with business performance
- Fixed costs were well contained, increasing 3.3%

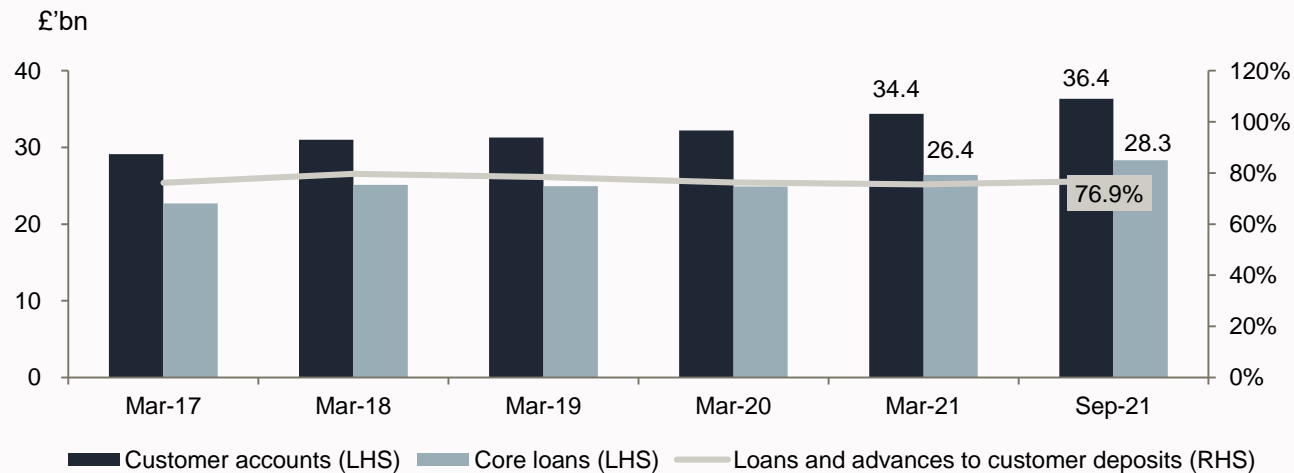
Earnings drivers

Funds under management



- FUM up 8.5% to £63.4bn
- Net inflows of £1.5bn
- Favourable market movements and investment performance in both geographies

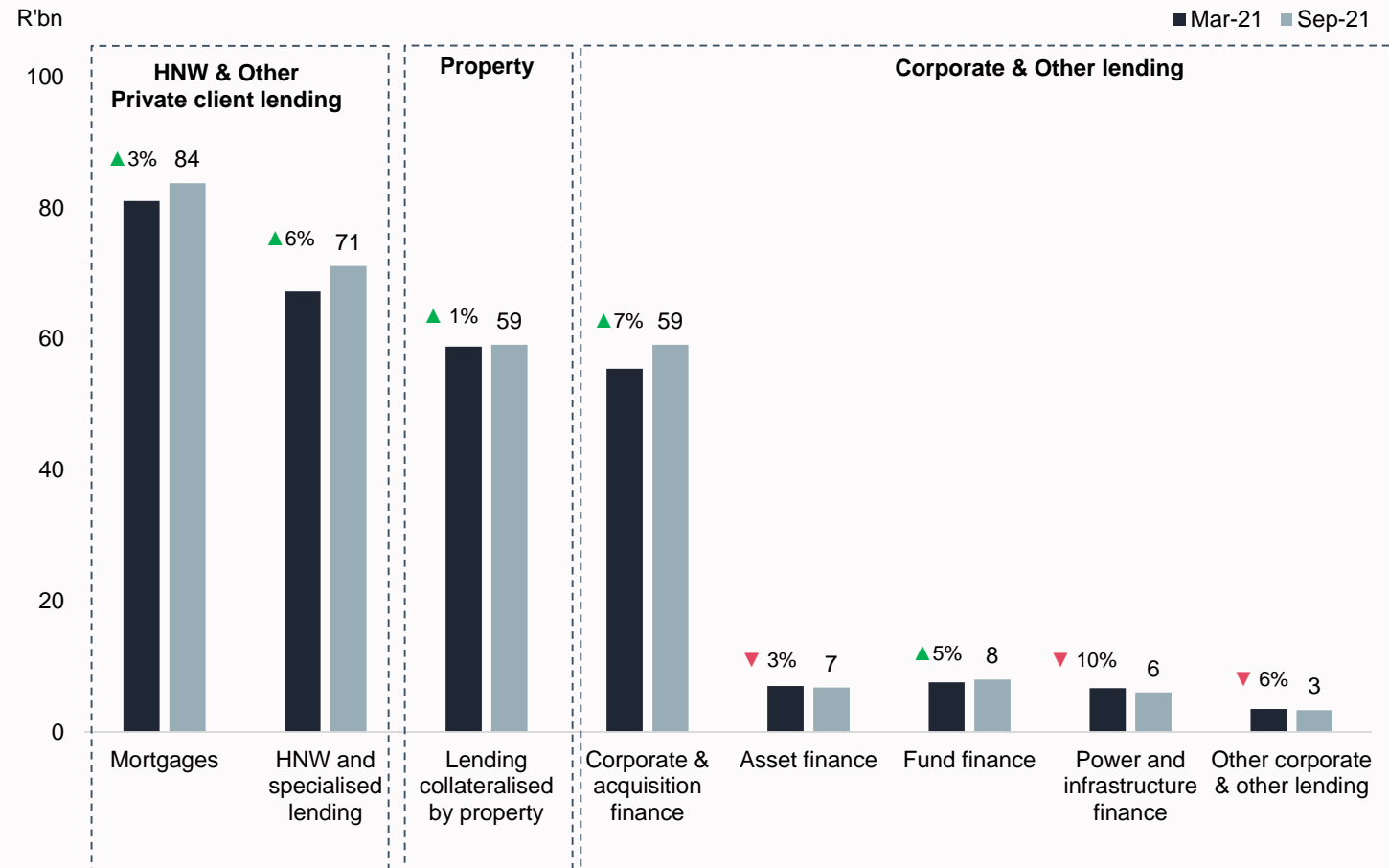
Customer accounts (deposits) and loans



- Customer accounts (deposits) up 5.5% to £36.4bn
- Core loans up 7.2% to £28.3bn

SA net core loan growth

Reflecting growth in HNW & Other private client lending and increased activity in corporate lending



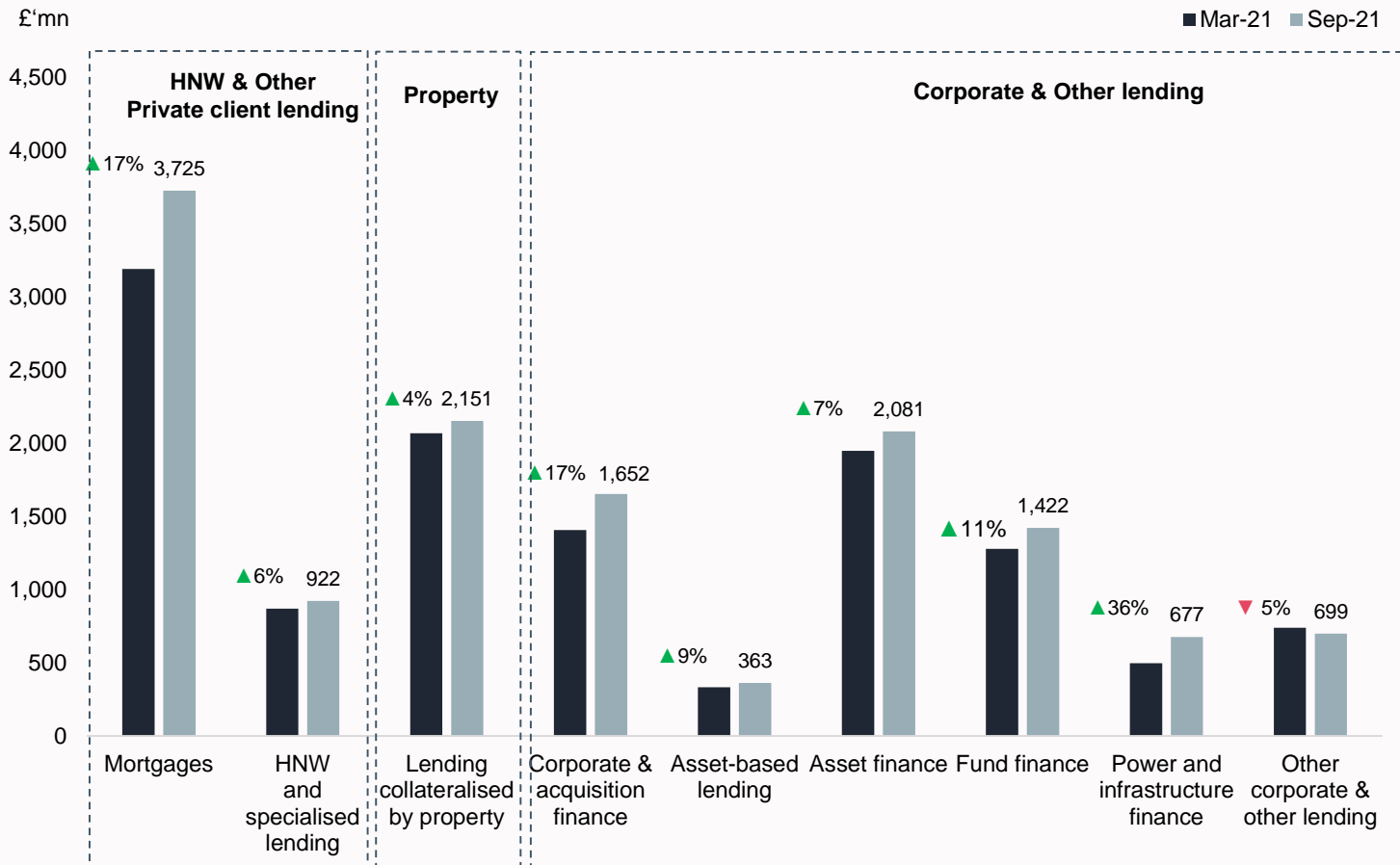
SA net core loans increased 3.4%:

- Good recovery in lending turnover across the business
- Elevated repayment rates in corporate lending

*Other corporate & other lending includes: Other corporates and financial institutions and governments.

Strong growth in UK net core loans

Continued growth in HNW & Other Private client lending and increased activity across corporate lending portfolios



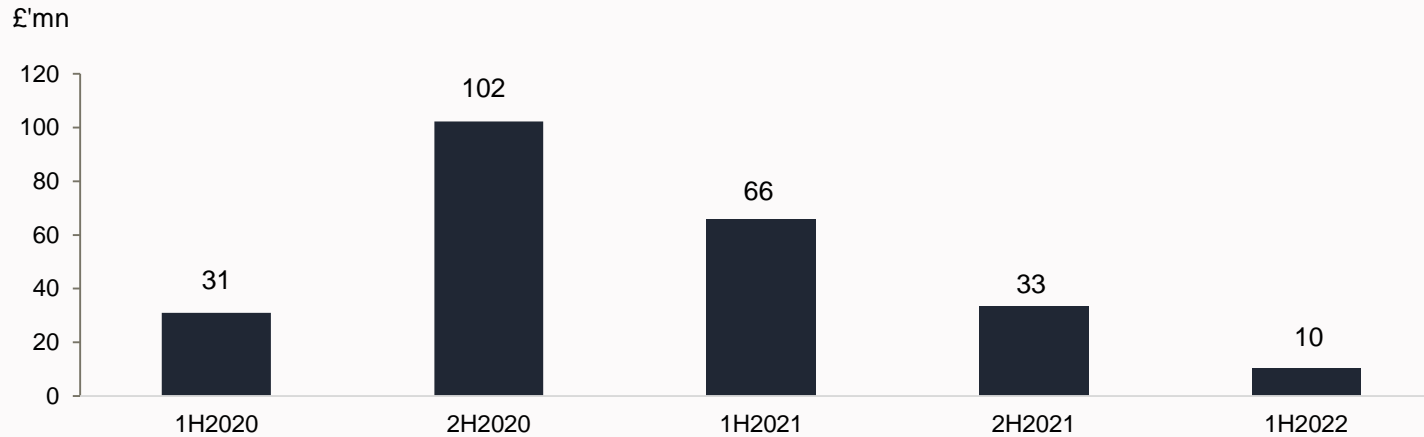
UK net core loans up 11.0%, or 12.4% excluding Australia

- Strong growth in mortgages driven by continued client acquisition
- High turnover across corporate lending largely driven by new clients

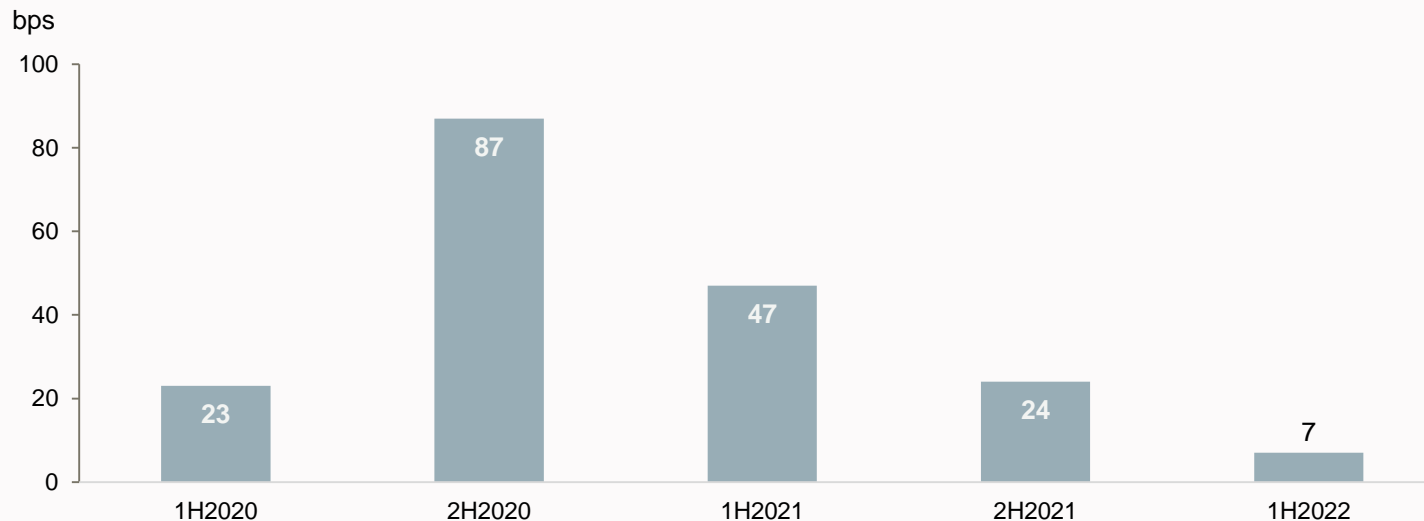
*Other corporate & other lending includes: Other corporates and financial institutions and governments (and Resource finance in Mar-21).

Significant reduction in ECL impairment charges & CLR

Total ECL impairment charges



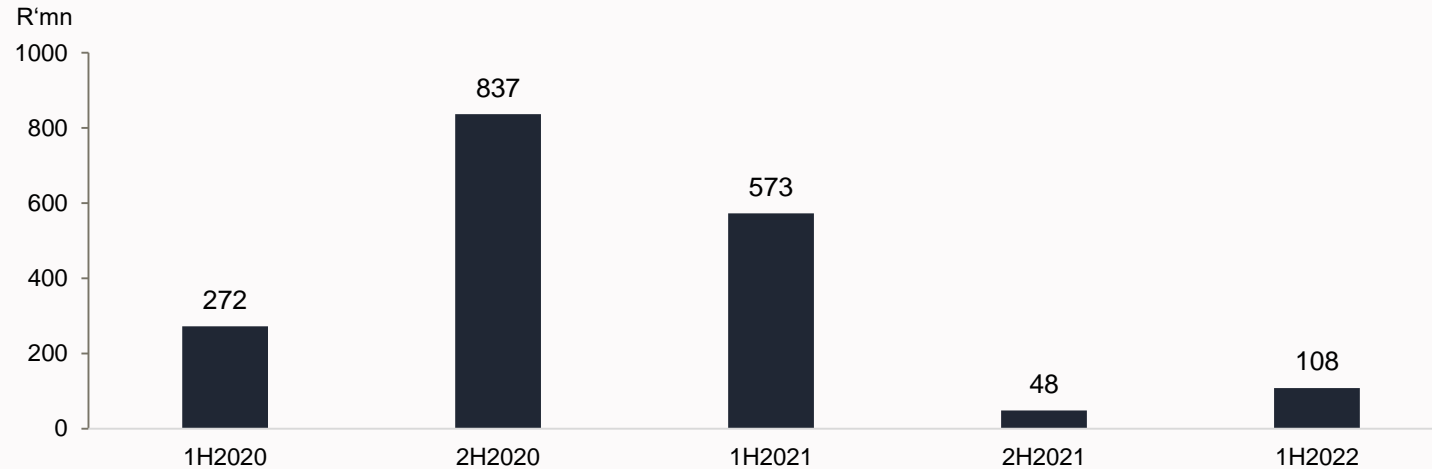
Credit loss ratio



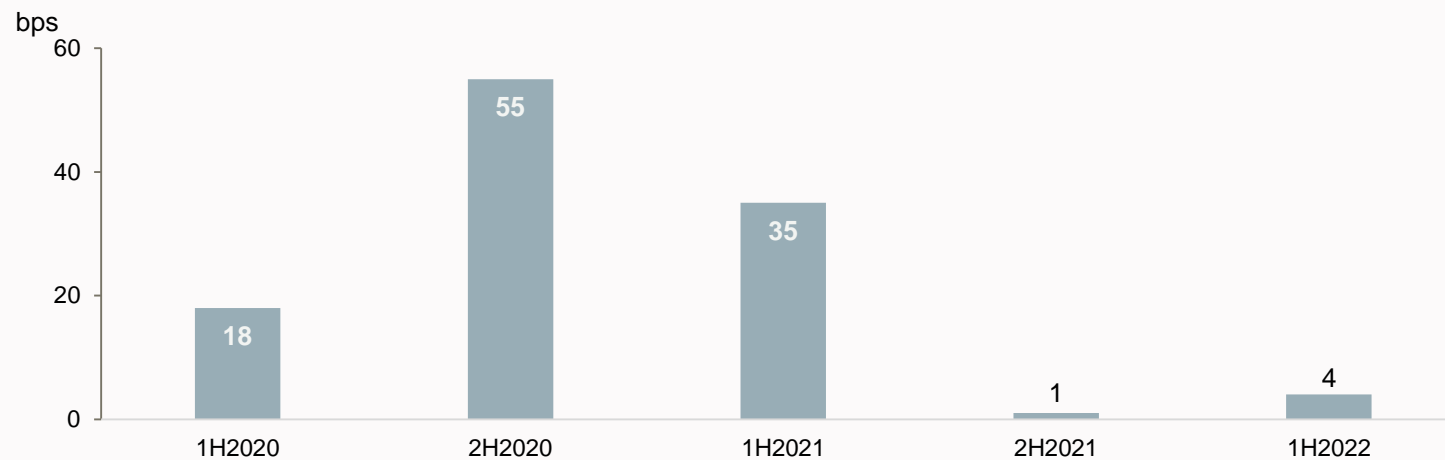
- ECL impairment charges down 84.5% to £10.2mn (Sep-20: £66.0mn)
- Annualised CLR reduced to 7 bps from 47 bps at Sep-20 (Mar-21: 35 bps)
- Driven primarily by:
 - Lower specific impairments,
 - Significant impairment reversals and higher post write-off recoveries in South Africa and
 - Improved forward-looking macro-economic scenarios
- Management overlays applied in the prior year have been maintained in SA and increased in the UK to offset modelled releases and account for remaining economic uncertainty

Unpacking the credit loss ratio - SA

Investec Ltd total ECL impairment charges



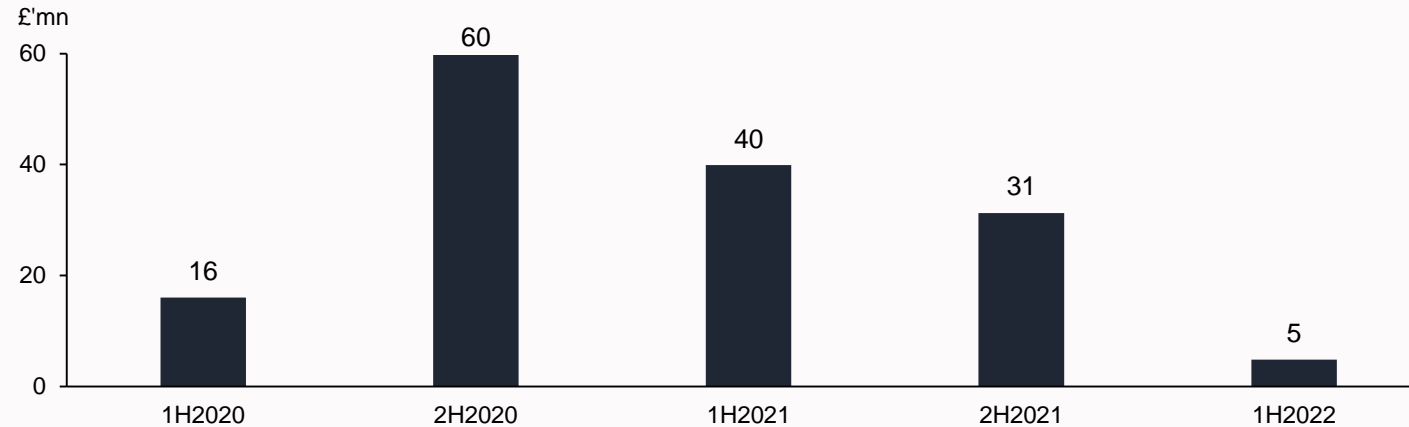
Investec Ltd credit loss ratio



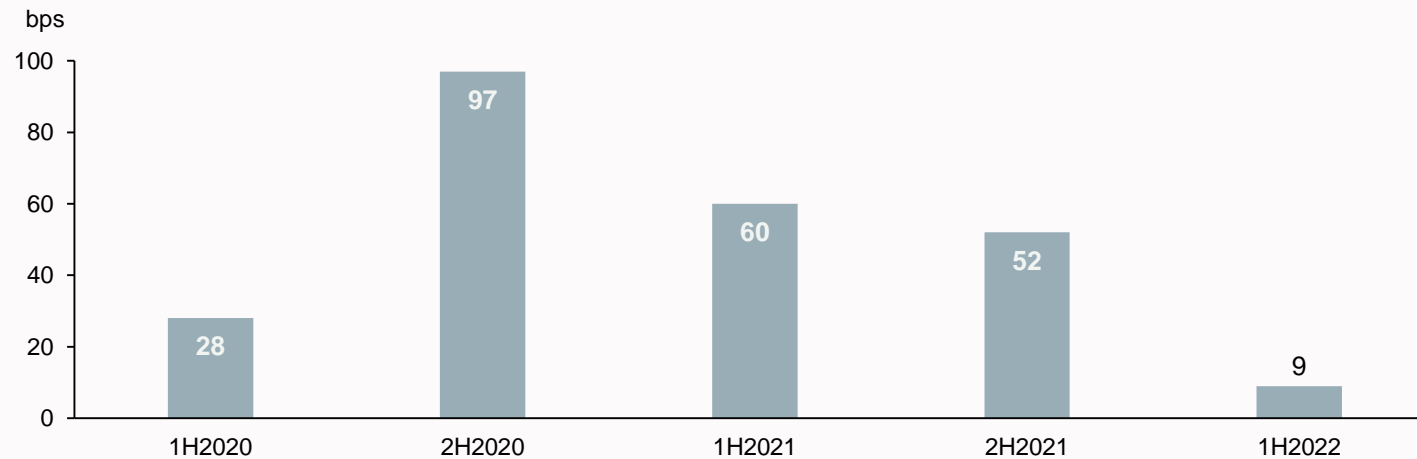
- Annualised CLR reduced to 4 bps from 35 bps at Sep-20 (Mar-21: 18 bps)
- Driven primarily by lower specific impairments including the reversal of certain prior year specific provisions and higher post write off recoveries.
- COVID-19 overlay of R290 million was maintained to account for continued economic uncertainty

Unpacking the credit loss ratio - UK

Investec plc total ECL impairment charges



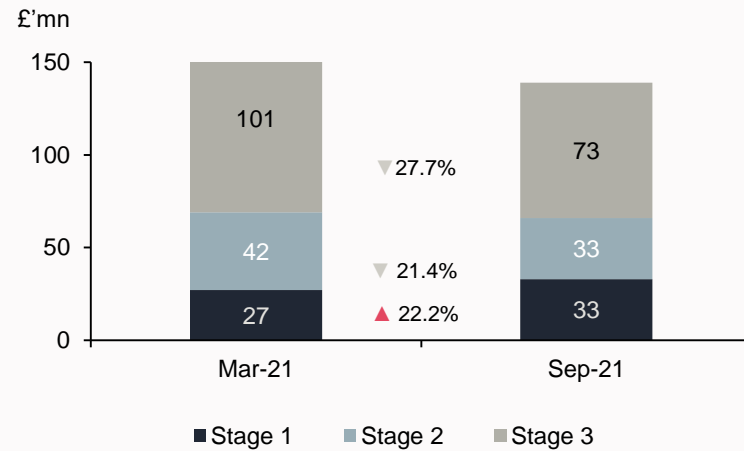
Investec plc credit loss ratio



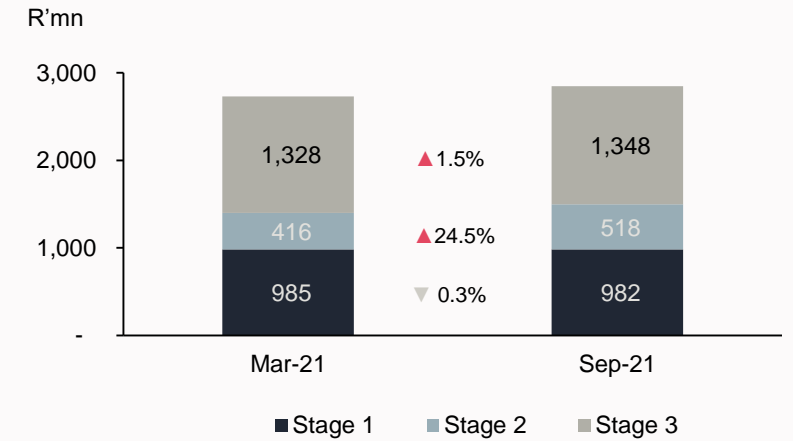
- Annualised CLR reduced to 9 bps from 60 bps at Sep-20 (Mar-21: 56bps)
- Total ECL charges of £4.9mn (Sep-20: £39.9mn) mainly driven by:
 - Lower specific impairments
 - Net model releases due to updated macro-economic scenarios
 - Post model overlays increased to account for continued economic uncertainty

Balance sheet provisions

Investec plc balance sheet ECL provision



Investec Ltd balance sheet ECL provision



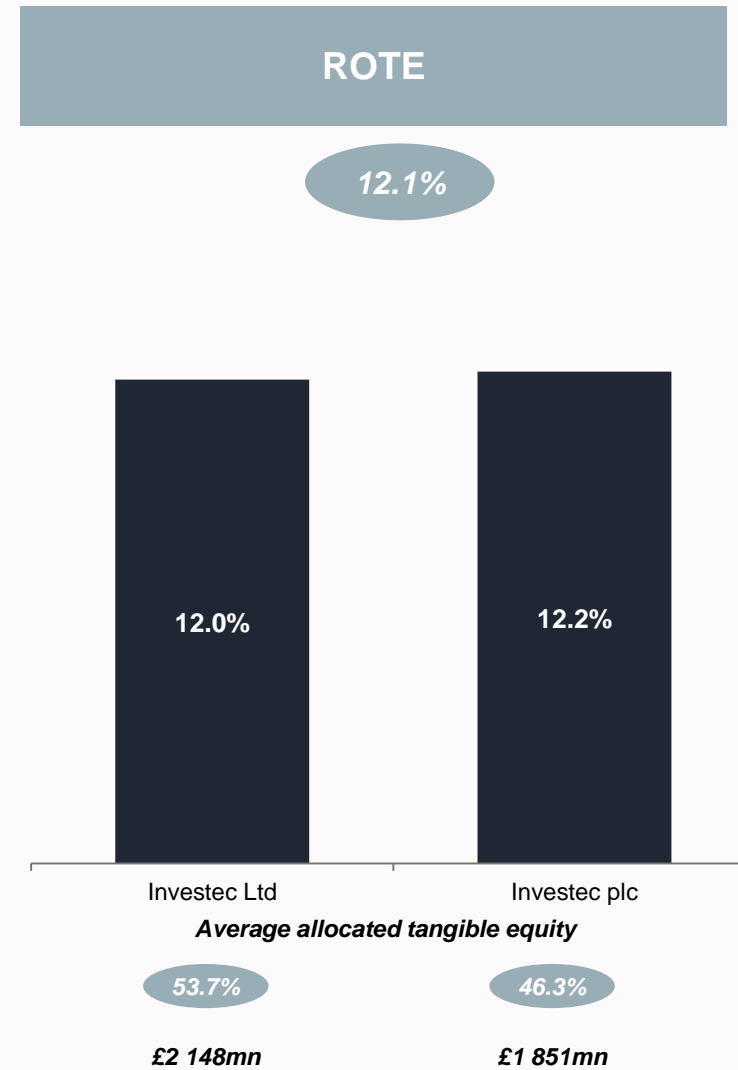
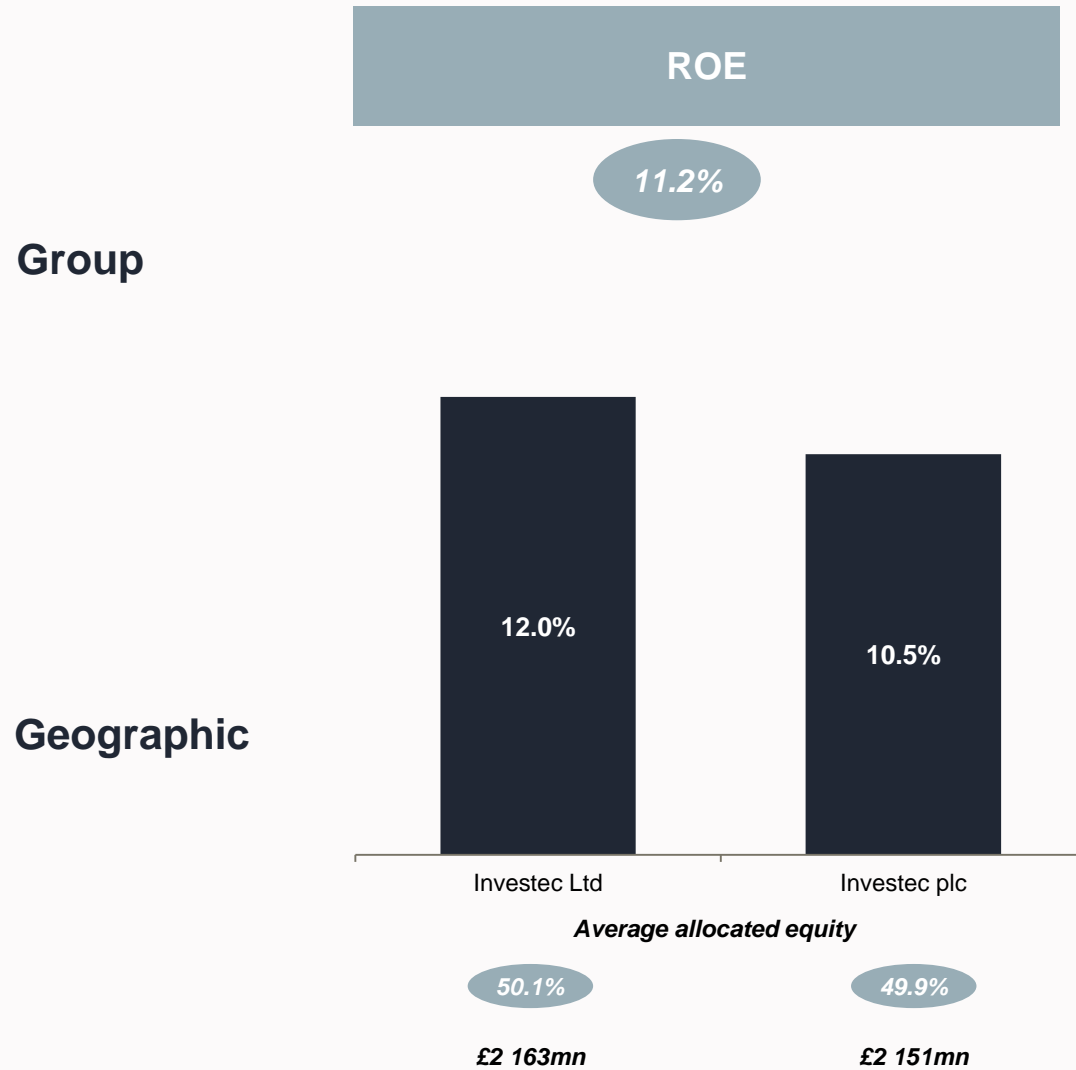
Investec plc ECL coverage ratio %

	Mar-21	Sep-21
Stage 1	0.3%	0.3%
Stage 2	3.4%	3.9%
Stage 3	30.4%	26.5%
of which Ongoing Stage 3	26.8%	19.1%

Investec Ltd ECL coverage ratio %

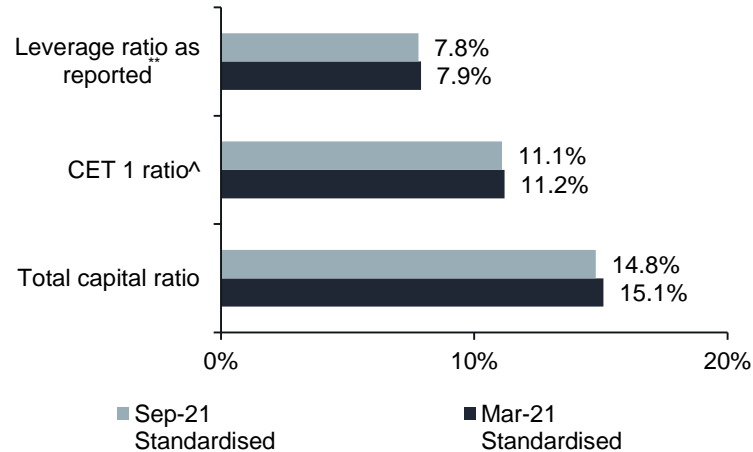
	Mar-21	Sep-21
Stage 1	0.4%	0.4%
Stage 2	2.8%	3.1%
Stage 3	17.9%	20.6%

ROE and ROTE



Robust capital and liquidity position

Investec plc Capital Ratios



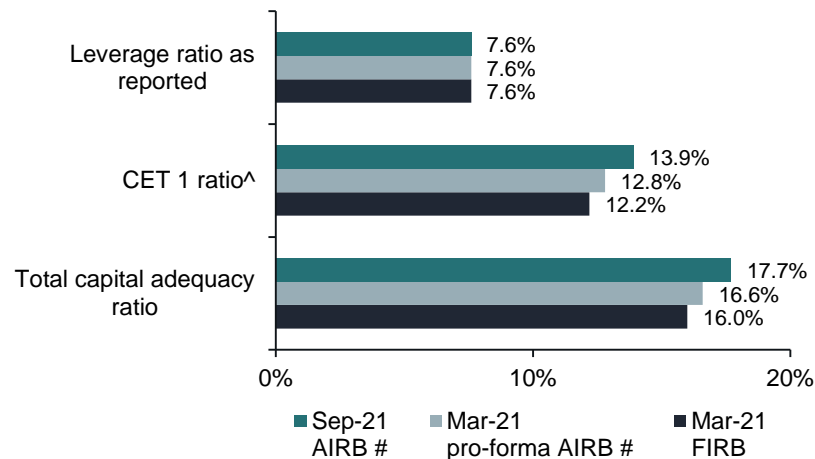
Capital summary

- CET 1 ratio above 10% target, total capital ratios within target range of 14%-17%
- Leverage ratios above group target of 6%
- Investec Limited obtained approval to adopt AIRB approach for the SME and corporate models effective 1 April 2021

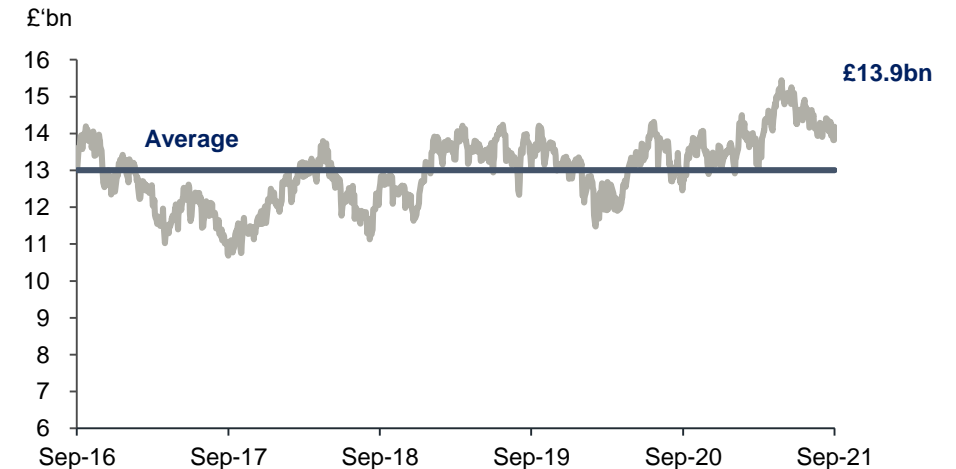
Liquidity summary

- High level of readily available, highly liquid assets
- Loans to customers as % of customer deposits of 76.9% (Mar-21: 75.6%)

Investec Ltd Capital Ratios



Group Cash and Near Cash



Refer to the group's interim results 2021 booklet for further detail on capital adequacy and leverage ratios. ** Investec plc is not subject to the UK leverage ratio framework, however for comparative purposes the leverage ratio under this framework would be 8.9% (31 March 2021: 9.2%), [^]Common Equity Tier 1. *Where AIRB is Advanced Internal Ratings-Based approach. #Investec Limited received approval to adopt the Advanced Internal Ratings Based (AIRB) approach for the SME and Corporate models, effective 1 April 2021. We presented numbers on a pro-forma basis for 31 March 2021.

Committed to medium-term targets

1H2022 performance against medium-term targets

Medium-term targets

Long-term value outcomes	UK	South Africa	Group
ROE	11% to 15 %	15% to 18%	12% to 16%
Cost to Income	<67%	50% to 55%	<63%
CET1	>10%	>10%	-
Dividend payout ratio	-	-	30% to 50%

1H2022 performance

UK	South Africa	Group
10.5%	12.0%	11.2%
73.3%	52.5%	64.0%
11.1%	13.9%	-
-	-	41.8%

Financial outlook

● **THERE CONTINUES TO BE A LEVEL OF UNCERTAINTY AS WE NAVIGATE UNCHARTERED TERRITORY**

- The macro-economic environment is improving, however global recovery remains uneven
- Our core markets will continue to be tested by the remaining presence of COVID-19, Brexit in the UK and ongoing socio-economic challenges in South Africa

● **EARNINGS MOMENTUM IS EXPECTED TO CONTINUE**

- In the second half we expect continued momentum in client and transactional activity to be partly offset by a normalisation of ECL impairment charges
- The group expects to report adjusted EPS for FY2022 of between 48p and 53p, above the upper end of 36p to 41p range guided in May 2021

● **GROUP REMAINS COMMITTED TO ACHIEVING 12% TO 16% ROE IN THE MEDIUM TERM**

- Investec Limited: 15% to 18% and Investec plc: 11% to 15%

Agenda

01

Overview

Fani Titi
Group Chief Executive

02

Financial review

Nishlan Samujh
Group Finance Director

03

Closing and Q&A

Fani Titi
Group Chief Executive



**We seek to
create enduring worth-
living in, not off society**

- ✓ Partner for the long term, guided by our purpose
- ✓ Invested in transformational growth for our people, clients, communities and planet



**Investec is a distinctive
bank and wealth manager, operating
in two core geographies**

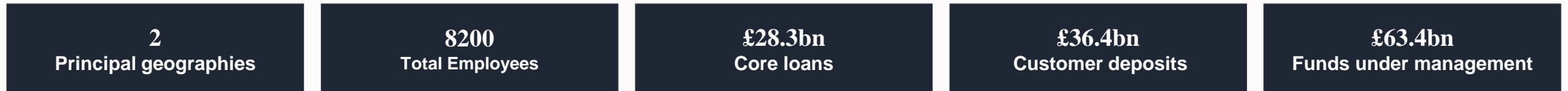
- ✓ Rich heritage in Private Banking, Corporate and Institutional Banking and Wealth & Investment
- ✓ We have relevance and scale in the markets we operate in and ability to generate profit to advance our purpose
- ✓ We serve select niches where we can compete effectively through market-leading specialist client franchises



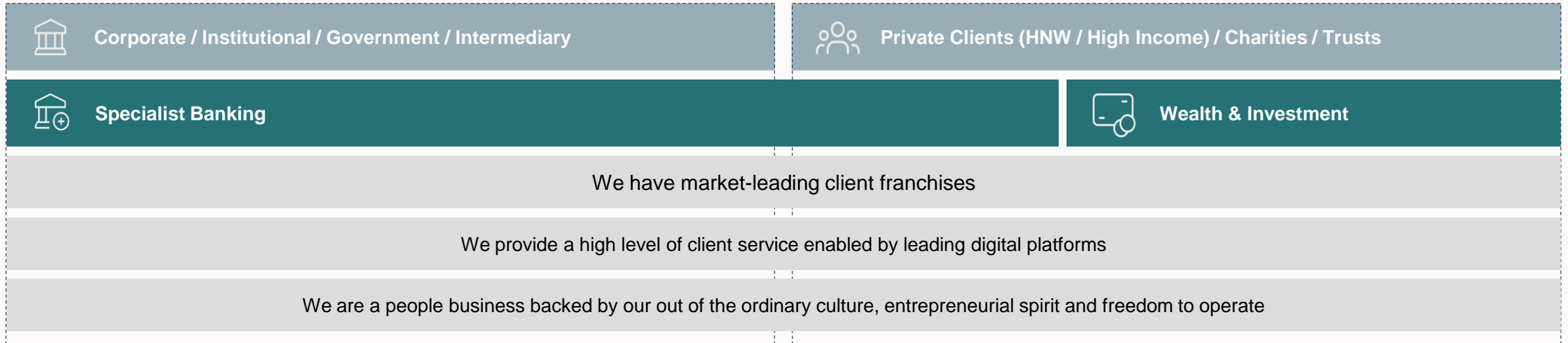
**We are a people backed business, our
distinction is embodied in our
entrepreneurial culture**

- ✓ Supported by a highly differentiated and client-centric “Out of the Ordinary” service
- ✓ And our ability to be nimble, flexible and innovative

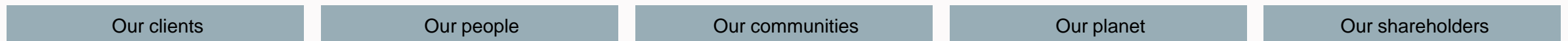
A distinctive banking and wealth management business creating sustainable, long-term value for our stakeholders



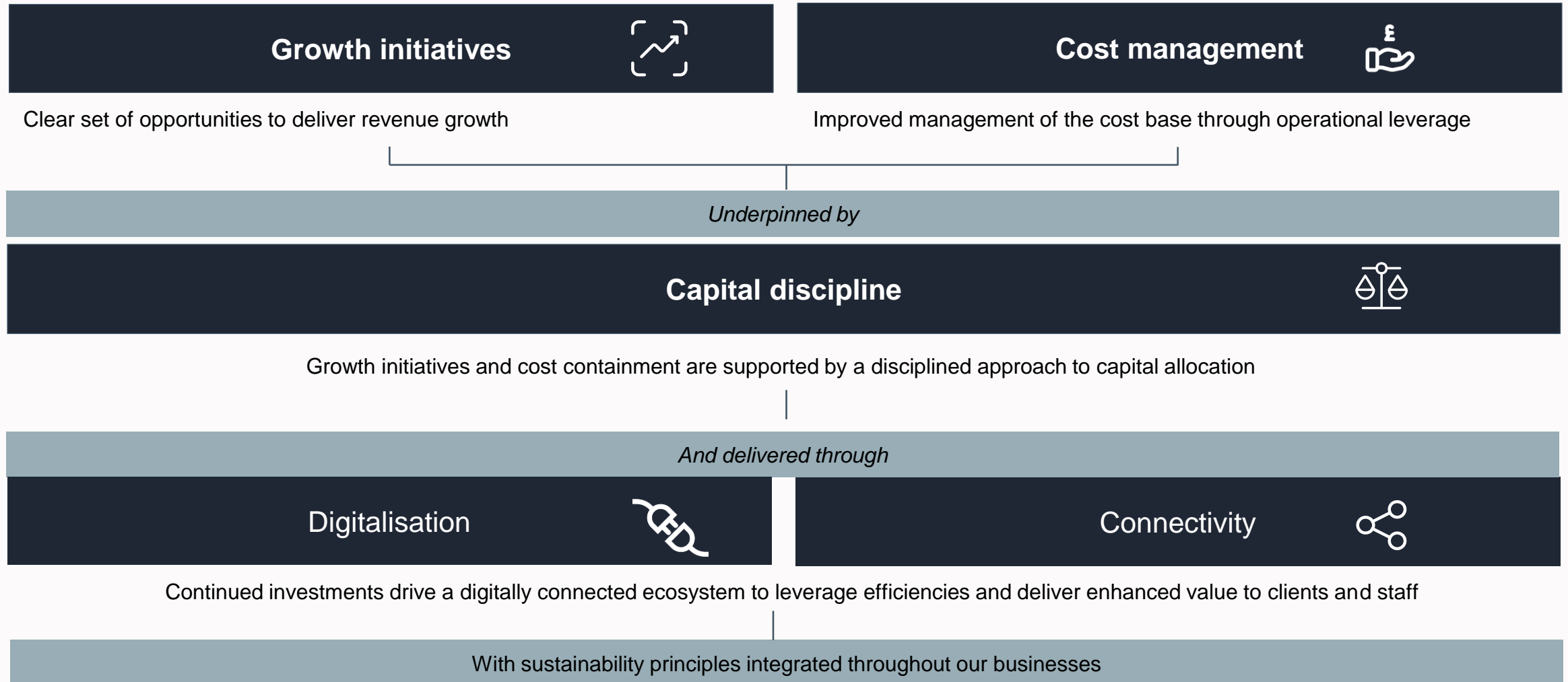
Key client groups and our offering



Our stakeholders




Framework to drive improved business performance



Taking stock

We have simplified and focused our business to deliver improved shareholder returns

£'mn	FY2019	FY2020	FY2021	1H2022	Guidance FY2022
Adjusted EPS - pence per share	48.7	33.9	28.9	26.3	48 to 53
Total operating income	1 896	1 807	1 641	951	
Total costs	1 277	1 186	1 165	598	
ECL impairment charge	66	133	99	10	
WANOS - millions	942.2	945.8	929.1	921.4	
Ordinary shareholders' equity	3 918	3 862	4 235	4 393	
Required equity in Group Investments	340	389	518	588	
ROE - %	12.0	8.3	6.6	11.2	
CET 1 - %					
Investec Limited* – FIRB / Increased scope AIRB	11.6	10.9	12.8	13.9	
Investec plc - Standardised	10.8	10.7	11.2	11.1	

-  1H2022 and guided FY2022 adjusted EPS showing continued recovery in performance
-  Costs have been well contained
-  Low impairments reflect strong asset quality
-  WANOS stable and reducing
-  Good capital generation
Special distribution of 15% holding in Ninety One[^]

*Investec Limited received approval to adopt the Advanced Internal Ratings Based (AIRB) approach for the SME and Corporate models (Increased scope AIRB), effective 1 April 2021: FY2021 is presented on a pro-forma increased scope AIRB basis. FY2020 has been presented under FIRB, FY2019 has been presented on a pro-forma FIRB basis. [^] Subject to regulatory, shareholder and other approvals

Capturing opportunity



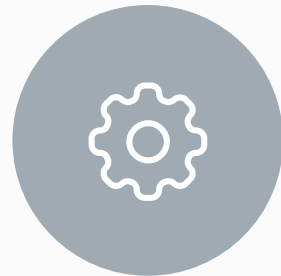
Organic growth



Leveraging client ecosystem



Strategic partnerships



Bolt-on inorganic opportunities

Growth philosophy

- Clear set of scalable opportunities to deliver revenue growth
- Grow with discipline - in our approach to capital allocation and risk management
- Focused on increasing proportion of revenue from capital-light business
- Shifting/driving technology spend to be weighted towards growth

Thank you



Appendix



Macro-economic scenarios – 30 September 2021

UK

Financial year ending (%)	Base case					Average 2021-2026			
	2021/2022	2022/2023	2023/2024	2024/2025	2025/2026	Upside	Base case	Downside 1 L-shape	Downside 2 Inflation
GDP growth	11.7	3.6	2.0	1.6	1.6	5.2	4.1	2.2	2.2
Unemployment rate	5.1	4.5	4.2	4.2	4.2	3.7	4.4	6.7	6.7
House price growth	10.1	3.5	2.4	2.4	2.4	6.7	4.2	2.3	(3.9)
Bank of England – Bank rate	0.1	0.3	0.8	1.3	1.8	1.3	0.8	(0.4)	1.8
Scenario weightings	50					10	50	20	20

South
Africa

Financial year ending (%)	Base case					Average 2021-2026				
	2021/2022	2022/2023	2023/2024	2024/2025	2025/2026	Extreme up case	Up case	Base case	Lite down case	Severe down case
GDP growth	5.1	2.5	2.2	2.7	2.9	6.6	5.0	3.2	2.0	0.4
Repo rate	3.6	3.9	4.3	4.6	4.8	3.6	3.8	4.2	4.8	5.3
Bond yield	10.1	10.0	10.0	10.1	10.2	9.2	9.5	10.1	10.8	11.5
CPI inflation	5.0	5.0	5.1	5.0	5.0	4.0	4.5	5.0	5.7	6.4
Residential property price growth	4.8	5.4	5.4	5.6	6.0	7.3	6.7	5.4	4.6	3.5
Commercial property price growth	(2.3)	0.9	1.1	1.5	2.0	3.8	2.3	0.6	(0.6)	(1.9)
Scenario weightings	48					1	2	48	43	6

Sustainability highlights

Ensuring that we do no harm, contribute positively, lend and invest responsibly and maintain our competitive ESG position

Sustainability principles







1. Creating enduring worth for all our stakeholders
2. Do no harm through ethical conduct and ESG screening
3. Committed to net-zero emissions
4. Providing profitable, impactful and sustainable products and services
5. Maximising impact through a focus on the SDGs

ENABLED THROUGH





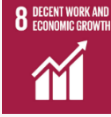

Strong governance

- Created a framework linking **executive directors' remuneration** to ESG KPIs
- Deepened our ESG skills** on the Group Board with the addition of two new non-executive directors
- Received a **low-risk rating** from Sustainalytics (16.6)





Innovative sustainable finance

Core SDGs	 Climate action	 13 CLIMATE ACTION	99.9% favorable vote for Scope 3 financed emissions resolution	0.11% coal as a % of loans and advances	 Climate Action 100+ <small>Global leaders in climate action</small>	 Committed to NZBA
	 Reduced inequalities	 10 REDUCED INEQUALITIES	36% women on the board	43% board ethnic diversity	Level 1 BBBEE rating	4th 2021 Universum employer of choice: students

Some examples of how we supported the SDGs since April 2021

Supporting SDGs	 4 QUALITY EDUCATION	£7.75mn Sustainability Linked Loan to a client providing professional learning and development programmes	 7 AFFORDABLE AND CLEAN ENERGY	€90mn Long-term partnership for UK renewable energy or carbon reduction projects	 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	R2.5bn debt package for fibre roll-out primarily into underserved businesses and homes
	 6 CLEAN WATER AND SANITATION	R1.65bn To secure South Africa's water resources through Trans Caledon Tunnel Authority	 8 DECENT WORK AND ECONOMIC GROWTH	£10.83mn facility to fund the development of a modular student scheme	 11 SUSTAINABLE CITIES AND COMMUNITIES	€215mn Arranged finance for TWO major hospital projects in Ghana

Strong ESG ratings

 Sustainability Yearbook Member 2021 S&P Global Top 15% in the global diversified financial services sector (inclusion since 2006)	 CDP <small>DRIVING SUSTAINABLE ECONOMIES</small> Score B against an industry average of B (formerly Carbon Disclosure Project)
 SUSTAINALYTICS RATED <small>a Morningstar company</small> Top 16% of globally assessed companies in the Global Sustainability Leaders Index	 ISS ESG Top 20% of the ISS ESG global universe and Top 14% of diversified financial services
 MSCI ESG RATINGS <small>AAA</small> Top 2% in the financial services sector in the MSCI Global Sustainability Index	 FTSE4Good Included in the FTSE UK 100 ESG Select Index (out of 641) Included in the FTSE4Good Index

Thank you

