

Investec Bank (Australia) Limited

ABN 55 071 292 594

Consolidated financial information for the half-year
ended 30 September 2007





Overview of results

Income Statement	6 months ended 30-Sep 2007	6 months ended 30-Sep 2006	% Change	12 months ended 31-Mar 2007
Profit before income tax (\$'m)	49.5	30.2	63.9%	67.2
Cost to income ratio (excluding impairments)	54%	52%	-	57%

Balance Sheet	30-Sep 2007	31-Mar 2007	% Change
Total shareholders' equity (\$'m)	639.7	599.1	5.1%
Total assets (\$'m)	3,321.7	3,138.0	5.7%
Loans and receivables (\$'m)	1,740.4	1,609.7	8.1%
Loans and receivables as a percentage of total assets	52.4%	51.3%	-
Capital adequacy ratio	23.7%	23.8%	-



Condensed Income Statement	6 months	6 months	12 months
	30-Sep	30-Sep	31 Mar
	2007	2006	2007
	\$'m	\$'m	\$'m
Interest and similar income	131.6	76.5	209.6
Interest expense and similar charges	(70.9)	(39.3)	(115.0)
Net interest income	60.7	37.2	94.6
Net fee and commission income	27.9	31.1	61.7
Gains less losses arising from trading securities and derivatives	28.1	1.8	13.0
Gains less losses arising from available-for-sale investments	8.2	(1.0)	1.4
Other operating income	0.2	1.4	2.5
Total income	125.1	70.5	173.2
Impairment losses on financial assets	(11.6)	0.2	(6.7)
Operating expenses	(67.1)	(36.5)	(99.0)
Operating profit	46.4	34.2	67.5
Share of loss of investments accounted for using the equity method	3.1	(4.0)	(0.3)
Profit before gain on acquisition and income tax	49.5	30.2	67.2
Income tax expense	(7.3)	(10.0)	(20.3)
Profit from ordinary activities	42.2	20.2	46.9

Note: the above results for both 30 September 2006 and 31 March 2007 exclude an acquisition profit of \$215.9 million from the acquisition of the Rothschild's banking business in Australia.



Condensed Balance Sheet	30-Sep 2007 \$'m	31-Mar 2007 \$'m	31-Mar 2006 \$'m
Assets			
Cash and liquid assets	978.7	873.3	429.2
Bullion	14.4	9.2	-
Receivables due from other financial institutions	13.2	19.8	4.6
Derivative financial instruments	167.7	168.5	12.1
Trading securities	160.9	157.6	-
Available-for-sale investments	117.0	172.1	97.0
Loans and receivables	1,740.4	1,609.7	983.9
Investments accounted for using the equity method	46.3	41.6	3.2
Deferred income tax assets	8.0	13.3	6.5
Other assets	25.9	23.8	13.0
Goodwill	49.1	49.1	49.1
Total assets	3,321.7	3,138.0	1,598.6
Liabilities			
Deposits and other public borrowings	2,397.5	2,250.9	1,220.5
Derivative financial instruments	126.5	94.2	2.7
Other borrowed funds	9.0	36.7	15.1
Other liabilities	48.5	56.6	26.0
Subordinated debt	100.5	100.5	-
Total liabilities	2,682.0	2,538.9	1,264.3
Total equity	639.7	599.1	334.3
Equity			
Share capital	291.7	291.7	291.7
Retained earnings	330.4	287.6	33.7
Other reserves	17.6	19.8	8.9
Total equity	639.7	599.1	334.3



Pro-forma segment information	Private Client Activities	Investment Banking	Capital Markets	Property Private Equity	Finance, Risk and Central	Total
	\$'m	\$'m	\$'m	\$'m	\$'m	\$'m
Half-year ended 30 Sep 2007						
Revenue						
Net interest income	35.1	(1.7)	11.6	-	15.7	60.7
Fee and commission income	8.0	17.0	2.6	0.5	(0.1)	27.9
Other operating income	15.6	4.3	12.6	-	4.0	36.5
Total revenues	58.6	19.6	26.7	0.5	19.6	125.1
Profit						
Segment result before income tax	26.4	10.0	11.2	(0.3)	2.2	49.5
Half -year ended 30 Sep 2006						
Revenue						
Net interest income	25.4	(0.8)	5.2	n/a	7.4	37.2
Fee and commission income	1.4	23.3	8.9	n/a	(2.5)	31.1
Other operating income	0.2	2.5	(0.5)	n/a	0.1	2.2
Total revenues	27.0	24.9	13.7	n/a	5.0	70.5
Profit						
Segment result before income tax	12.7	11.3	3.2	n/a	3.0	30.2
Year ended 31 Mar 2007						
Revenue						
Net interest income	58.0	(2.0)	18.7	n/a	19.9	94.6
Fee and commission income	9.3	41.4	11.8	n/a	(0.8)	61.7
Other operating income	4.1	4.8	8.1	n/a	(0.2)	16.9
Total revenues	71.4	44.2	38.6	n/a	19.0	173.2
Profit						
Segment result before income tax	38.3	15.8	23.0	n/a	(9.9)	67.2



Asset Quality	30-Sep 2007 \$'m	31-Mar 2007 \$'m
Total loans and receivables (net of impairments)	<u>1,740.4</u>	<u>1,609.7</u>
Impairments	<u>12.7</u>	<u>4.1</u>
Gross non-performing loans	25.3	23.1
Less: security	<u>(11.8)</u>	<u>(20.8)</u>
Net non-performing loans	<u>13.5</u>	<u>2.3</u>
Adequacy of impairments		
Impairments as a % of loans and receivables	0.7%	0.3%
Gross non-performing loans as a % of loans and receivables	1.5%	1.4%

Capital Adequacy	30-Sep 2007 \$'m	31-Mar 2007 \$'m
Risk-weighted assets ("RWA")	<u>2,476.7</u>	<u>2383.0</u>
Tier 1 capital	<u>470.0</u>	<u>449.3</u>
Tier 2 capital	<u>117.2</u>	<u>118.4</u>
Net qualifying capital	<u>587.2</u>	<u>567.7</u>
Qualifying capital as a percentage of RWA	23.7%	23.8%

