

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

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

IFRS - Pounds Sterling





Investec plc (excluding Investec Limited)

Overview of results

Unaudited

	30 Sept 2011	30 Sept 2010	% change	31 March 2011
Operating income (£'000)	598,670	483,253	23.9%	1,105,872
Operating costs (£'000)	369,353	324,905	13.7%	725,848
Operating profit before amortisation of acquired intangibles, non-operating items, taxation and after non controlling interests (£'000)	99,734	81,745	22.0%	134,337
Earnings attributable to ordinary shareholders (£'000)	77,921	135,434	(42.5%)	164,092
Cost to income ratio	65.4%	67.2%		67.1%
Total capital resources (including subordinated liabilities) (£'000)	2,836,886	2,601,953	9.0%	2,731,430
Total shareholders' equity (£'000)	2,108,456	2,040,951	3.3%	2,063,160
Total assets (£'000)	23,395,620	22,510,856	3.9%	23,065,420
Net core loans and advances (£'000)	7,646,252	7,292,012	4.9%	7,651,693
Customer accounts (deposits) (£'000)	10,562,962	9,779,104	8.0%	10,244,943
Cash and near cash balances (£'000)	4,326,975	4,850,297	(10.8%)	4,501,813
Funds under management (£'million)	43,687	39,113	11.7%	46,199
Capital adequacy ratio	17.1%	16.7%		16.8%
Tier 1 ratio	11.6%	12.1%		11.6%
Default loans (net of impairments) as a % of net core loans and advances	5.69%	5.75%		5.67%
Net defaults (after collateral and impairments) as a % of net core loans and advances	-	-	-	-
Annualised credit loss ratio (i.e. income statement charge as a % of average loans and advances)	1.71%	1.59%	7.5%	2.05%
Total gearing/leverage ratio (i.e. total assets to equity)	11.1x	11.0x		11.2x
Core loans (excluding own originated securitised assets) as a % of customer deposits	67.8%	69.5%		70.0%



Investec plc (excluding Investec Limited) consolidated income statement

Unaudited

£'000	6 months to 30 Sept 2011	6 months to 30 Sept 2010	Year to 31 March 2011
Interest income	469,103	418,939	880,797
Interest expense	(297,100)	(260,746)	(537,574)
Net interest income	172,003	158,193	343,223
Fee and commission income	320,713	244,236	563,263
Fee and commission expense	(60,009)	(45,535)	(103,362)
Principal transactions	121,761	118,007	253,955
Other operating income	44,202	8,352	48,793
Other income	426,667	325,060	762,649
Total operating income before impairment losses on loans and advances	598,670	483,253	1,105,872
Impairment losses on loans and advances	(112,036)	(89,488)	(240,692)
Operating income	486,634	393,765	865,180
Operating costs	(369,353)	(324,905)	(725,848)
Depreciation of operating leased assets	(22,154)	-	(16,447)
Operating profit before amortisation of acquired intangibles	95,127	68,860	122,885
Amortisation of acquired intangibles	(4,096)	(2,254)	(6,341)
Operating profit	91,031	66,606	116,544
Profit arising from associate converted to subsidiary	-	73,465	73,465
Net loss on sale of subsidiaries	-	(7,942)	(17,361)
Profit before taxation	91,031	132,129	172,648
Taxation on operating profit before goodwill and acquired intangibles	(19,761)	(13,189)	(29,717)
Taxation on intangibles and sale of subsidiaries	2,044	-	6,610
Profit after taxation	73,314	118,940	149,541
Operating losses attributable to non-controlling interests	4,607	12,885	11,452
Loss on subsidiaries attributable to non-controlling interests	-	3,609	3,099
Earnings attributable to shareholders	77,921	135,434	164,092

Consolidated statement of comprehensive income

£'000	6 months to 30 Sept 2011	6 months to 30 Sept 2010	Year to 31 March 2011
Profit after taxation	73,314	118,940	149,541
Other comprehensive income:			
Cash flow hedge movements taken directly to other comprehensive income	(5,826)	2,431	2,522
Fair value movements on available for sale assets taken directly to other comprehensive income	7,533	(2,256)	24,689
Gains on realisation of available for sale assets recycled through the income statement	(28,222)	10,758	(4,845)
Foreign currency adjustments on translating foreign operations	153	2,106	16,703
Pension fund actuarial gains	-	-	10,157
Total comprehensive income	46,952	131,979	198,767
Total comprehensive loss attributable to non-controlling interests	(5,373)	(16,473)	(14,188)
Total comprehensive income attributable to ordinary shareholders	38,640	135,691	199,060
Total comprehensive income attributable to preferred securities and perpetual preference shareholders	13,685	12,761	13,895
Total comprehensive income	46,952	131,979	198,767



Investec plc (excluding Investec Limited) consolidated balance sheet

Unaudited

£'000	30 Sept 2011	31 March 2011	30 Sept 2010 *
Assets			
Cash and balances at central banks	725,442	1,142,565	1,208,040
Loans and advances to banks	1,080,883	916,671	1,309,282
Reverse repurchase agreements and cash collateral on securities borrowed	2,113,932	1,472,948	877,313
Trading securities	925,718	667,028	287,864
Derivative financial instruments	1,045,976	746,710	948,344
Investment securities	2,079,129	2,386,656	2,560,586
Loans and advances to customers	8,521,469	8,150,060	7,773,968
Loans and advances to customers - Kensington warehouse assets	1,530,550	1,612,181	1,683,586
Securitised assets	3,478,538	4,162,366	4,318,070
Interests in associated undertakings	19,601	19,001	18,480
Deferred taxation assets	85,432	76,916	98,308
Other assets	1,003,398	911,287	663,266
Property and equipment	225,026	236,838	39,850
Goodwill	439,054	437,953	443,534
Intangible assets	121,472	126,240	158,232
Non-current assets classified as held for resale	-	-	122,133
	23,395,620	23,065,420	22,510,856
Liabilities			
Deposits by banks	984,962	899,153	1,153,910
Deposits by banks - Kensington warehouse funding	898,564	975,542	1,082,431
Derivative financial instruments	571,158	529,039	682,758
Other trading liabilities	552,391	402,326	239,969
Repurchase agreements and cash collateral on securities lent	904,497	612,663	378,846
Customer accounts (deposits)	10,562,962	10,244,943	9,779,104
Debt securities in issue	2,017,565	1,982,827	1,824,476
Liabilities arising on securitisation	3,011,651	3,646,376	3,791,146
Current taxation liabilities	67,550	55,902	80,389
Deferred taxation liabilities	71,962	73,095	93,862
Other liabilities	915,472	912,124	698,060
Pension fund liabilities	-	-	487
Liabilities directly associated with non-current assets held for resale	-	-	103,465
	20,558,734	20,333,990	19,908,903
Subordinated liabilities	728,430	668,270	561,002
	21,287,164	21,002,260	20,469,905
Equity			
Ordinary share capital	164	162	161
Perpetual preference share capital	151	151	151
Share premium	1,103,879	1,239,426	1,058,859
Treasury shares	(28,534)	(10,536)	(7,591)
Other reserves	257,439	112,481	282,272
Retained income	627,607	568,353	542,482
Shareholders' equity excluding non-controlling interests	1,960,706	1,910,037	1,876,334
Non-controlling interests	147,750	153,123	164,617
- Perpetual preferred securities issued by subsidiaries	172,281	176,917	173,330
- Non-controlling interests in partially held subsidiaries	(24,531)	(23,794)	(8,713)
Total equity	2,108,456	2,063,160	2,040,951
Total liabilities and equity	23,395,620	23,065,420	22,510,856

*Restated to be consistent with the basis of presentation at March 2011. £180,433,000 of the premium arising on the issue of shares to acquire 53% of Rensburg Sheppards plc has been reclassified from share premium to capital reserve to reflect the utilisation of merger relief.



Investec plc (excluding Investec Limited) condensed consolidated statement of changes in equity

Unaudited

£'000	6 months to 30 Sept 2011	Year to 31 March 2011	6 months to 30 Sept 2010
Balance at the beginning of the period	2,063,160	1,649,619	1,649,619
Profit after taxation	73,314	149,541	118,940
Cash flow hedge movements taken directly to other comprehensive income	(5,826)	2,522	2,431
Fair value movements on available for sale assets taken directly to other comprehensive income	7,533	24,689	(2,256)
Gains on realisation of available for sale assets recycled through the income statement	(28,222)	(4,845)	10,758
Foreign currency adjustments on translating foreign operations	153	16,703	2,106
Pension fund actuarial gains	-	10,157	-
Total comprehensive income for the period	46,952	198,767	131,979
Share based payment adjustments	16,525	29,463	710
Dividends paid to ordinary shareholders	(21,641)	(45,557)	(21,731)
Dividends paid to perpetual preference shareholders	(1,128)	(2,262)	(1,128)
Dividends paid to perpetual preferred securities	(12,557)	(11,633)	(11,633)
Dividends paid to non-controlling interests	-	-	311,134
Issue of ordinary shares	24,837	311,147	-
Issue of preference shares	20,638	-	-
Share issue expenses	(587)	(3,631)	-
Movement of treasury shares	(27,743)	(44,684)	(3,753)
Issue of equity instruments by subsidiaries	-	-	(13,992)
Movement of non-controlling interests on disposals and acquisitions	-	(3,970)	(254)
Non-controlling interest relating to disposal of subsidiaries	-	(14,099)	-
Balance at the end of the period	2,108,456	2,063,160	2,040,951



Investec plc (excluding Investec Limited) segmental information - business analysis

Unaudited

For the six months to 30 September 2011

£'000	Asset Management	Wealth and Investment	Property activities	Private Banking	Investment Banking	Capital Markets	Group Services and Other Activities	Total group
Net interest income	442	4,144	995	70,321	4,480	106,289	(14,668)	172,003
Fee and commission income	143,959	64,319	1,813	16,935	32,570	60,063	1,054	320,713
Fee and commission expense	(43,840)	(3,377)	(569)	(2,252)	(1,961)	(6,693)	(1,317)	(60,009)
Principal transactions	-	(4,020)	775	6,571	(7,939)	105,791	20,583	121,761
Other operating income	-	232	-	37	397	43,334	202	44,202
Other income	100,119	57,154	2,019	21,291	23,067	202,495	20,522	426,667
Total operating income before impairment losses on loans and advances	100,561	61,298	3,014	91,612	27,547	308,784	5,854	598,670
Impairment losses on loans and advances	-	-	-	(56,281)	-	(55,338)	(417)	(112,036)
Operating income	100,561	61,298	3,014	35,331	27,547	253,446	5,437	486,634
Operating costs	(72,160)	(48,081)	(1,778)	(54,935)	(32,490)	(130,241)	(29,668)	(369,353)
Depreciation of operating leased assets	-	-	-	-	-	(22,154)	-	(22,154)
Operating profit/(loss) before amortisation of acquired intangibles	28,401	13,217	1,236	(19,604)	(4,943)	101,051	(24,231)	95,127
Operating loss/(profit) attributable to non-controlling interests	-	-	-	-	1,113	(242)	3,736	4,607
Operating profit/(loss) after non-controlling interests^A	28,401	13,217	1,236	(19,604)	(3,830)	100,809	(20,495)	99,734
Core business	28,401	13,217	1,236	22,420	(3,830)	100,809	(20,495)	141,758
Property development portfolio being run-off ^B	-	-	-	(42,024)	-	-	-	(42,024)
Cost to income ratio	71.8%	78.4%	59.0%	60.0%	117.9%	49.4%	506.8%	65.4%
Total assets (£mn)	341	666	65	6,026	566	14,878	854	23,396

For the six months to 30 September 2010

£'000	Asset Management	Wealth and Investment	Property activities	Private Banking	Investment Banking	Capital Markets	Group Services and Other Activities	Total group
Net interest income	(481)	1,665	632	65,939	(2,493)	109,472	(16,541)	158,193
Fee and commission income	105,102	29,321	2,119	19,443	31,947	48,571	7,733	244,236
Fee and commission expense	(32,210)	(260)	(824)	(2,695)	(2,305)	(7,068)	(173)	(45,535)
Principal transactions	-	1,681	2,151	6,813	17,733	80,004	9,625	118,007
Other operating income	-	2,379	-	172	4,877	-	924	8,352
Other income	72,892	33,121	3,446	23,733	52,252	121,507	18,109	325,060
Total operating income before impairment losses on loans and advances	72,411	34,786	4,078	89,672	49,759	230,979	1,568	483,253
Impairment losses on loans and advances	-	-	-	(44,186)	-	(39,040)	(6,262)	(89,488)
Operating income	72,411	34,786	4,078	45,486	49,759	191,939	(4,694)	393,765
Operating costs	(53,544)	(25,790)	(2,210)	(63,514)	(51,987)	(98,840)	(29,020)	(324,905)
Depreciation of operating leased assets	-	-	-	-	-	-	-	-
Operating profit/(loss) before amortisation of acquired intangibles	18,867	8,996	1,868	(18,028)	(2,228)	93,099	(33,714)	68,860
Operating loss/(profit) attributable to non-controlling interests	-	-	-	-	7,893	43	4,949	12,885
Operating profit/(loss) after non-controlling interests^A	18,867	8,996	1,868	(18,028)	5,665	93,142	(28,765)	81,745
Core business	18,867	8,996	1,868	15,714	5,665	93,142	(28,765)	115,487
Property development portfolio being run-off ^B	-	-	-	(33,742)	-	-	-	(33,742)
Cost to income ratio	73.9%	74.1%	54.2%	70.8%	104.5%	42.8%	1850.8%	67.2%
Total assets (£mn)	203	416	75	6,405	556	12,763	2,093	22,511

^AExcluding non-operating items

^BResidual property development loan portfolios in Ireland and Australia which have been ring-fenced for collection and recovery and are being run-off.

Investec plc (excluding Investec Limited) segmental analysis of operating profit before amortisation of acquired intangibles, non-operating items, taxation and after non-controlling interests

Unaudited

£'000	6 months to 30 Sept 2011	6 months to 30 Sept 2010	% change
Asset Management	28,401	18,867	50.5%
Wealth and Investment	13,217	8,996	46.9%
Property activities	1,236	1,868	(33.8%)
Private Banking	(19,604)	(18,028)	-8.7%
Core business	22,420	15,714	42.7%
Property development portfolio being run-off*	(42,024)	(33,742)	(24.5%)
Investment Banking			
Corporate Finance	3,880	2,720	42.6%
Institutional Research Sales and Trading	(4,274)	(530)	>100.0%
Direct Investments	1,456	5,683	(74.4%)
Private Equity	(4,892)	(2,208)	>100.0%
	(3,830)	5,665	>100.0%
Capital Markets	100,809	93,142	8.2%
Group Services and Other Activities			
International Trade Finance	1,064	741	43.6%
Central Funding	4,194	(7,594)	>100.0%
Central Services Costs	(25,753)	(21,912)	(17.5%)
	(20,495)	(28,765)	(28.8%)
Total group	99,734	81,745	22.0%

*Residual property development loan portfolios in Ireland and Australia which have been ring-fenced for collection and recovery and are being run-off.

Investec plc (excluding Investec Limited) segmental information - geographical analysis

Unaudited

For the six months to 30 September 2011

£'000	UK and Europe	Australia	Total group
Net interest income	135,934	36,069	172,003
Fee and commission income	302,169	18,544	320,713
Fee and commission expense	(58,045)	(1,964)	(60,009)
Principal transactions	115,149	6,612	121,761
Other operating income/(loss)	44,453	(251)	44,202
Other income	403,726	22,941	426,667
Total operating income before impairment losses on loans and advances	539,660	59,010	598,670
Impairment losses on loans and advances	(79,153)	(32,883)	(112,036)
Operating income	460,507	26,127	486,634
Operating costs	(321,847)	(47,506)	(369,353)
Depreciation of operating lease assets	(22,154)	-	(22,154)
Operating profit/(loss) before amortisation of acquired intangibles	116,506	(21,379)	95,127
Operating loss attributable to non-controlling interests	4,607	-	4,607
Operating profit/(loss) after non-controlling interests^	121,113	(21,379)	99,734
Core business	126,497	15,261	141,758
Property development portfolio being run-off*	(5,384)	(36,640)	(42,024)
Cost to income ratio	63.7%	80.5%	65.4%
Total assets (£mn)	20,060	3,336	23,396

For the six months to 30 September 2010

£'000	UK and Europe	Australia	Total group
Net interest income	128,528	29,665	158,193
Fee and commission income	230,252	13,984	244,236
Fee and commission expense	(43,690)	(1,845)	(45,535)
Principal transactions	107,384	10,623	118,007
Other operating income/(loss)	9,755	(1,403)	8,352
Other income	303,701	21,359	325,060
Total operating income before impairment losses on loans and advances	432,229	51,024	483,253
Impairment losses on loans and advances	(77,616)	(11,872)	(89,488)
Operating income	354,613	39,152	393,765
Operating costs	(287,189)	(37,716)	(324,905)
Depreciation of operating leased assets	-	-	-
Operating profit before amortisation of acquired intangibles	67,424	1,436	68,860
Operating loss attributable to non-controlling interests	12,612	273	12,885
Operating profit after non-controlling interests^	80,036	1,709	81,745
Core business	102,058	13,429	115,487
Property development portfolio being run-off*	(22,022)	(11,720)	(33,742)
Cost to income ratio	66.4%	73.9%	67.2%
Total assets (£mn)	19,159	3,352	22,511

^Excluding non-operating items

*Residual property development loan portfolios in Ireland and Australia which have been ring-fenced for collection and recovery and are being run-off.

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

Philosophy and approach

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

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

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

We monitor and control risk exposure through credit, market, liquidity, operational and legal risk reporting teams. This approach is core to assuming a tolerable risk and reward profile, helping us to pursue controlled growth across our business. Group Risk Management operates within an integrated geographical and divisional structure, in line with our management approach, ensuring that the appropriate processes are used to address all risks across the group.

Group Risk Management has specialist divisions in the UK, South Africa, Australia and smaller divisions in other regions to promote sound risk management practices.

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

Group Risk Management continually seeks new ways to enhance its techniques.

Group Risk Management objectives are to:

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

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

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

- Intimate involvement of senior management ensuring stringent management of risk, liquidity and capital
- Strong risk and capital management culture embedded into our day-to-day activities and values. We seek to achieve an appropriate balance between risk and reward in our business, taking cognisance of all stakeholders' interests
- Reward programmes that align directors' and employees' interests with those of stakeholders, ensuring that these programmes promote effective risk management. Annual bonuses are closely linked to business performance, determined in the main by realised Economic Value Added profit performance against pre-determined targets above a risk and capital weighted return. This model has been consistently applied for in excess of ten years
- Credit and counterparty exposures to a select target market; our risk appetite continues to favour lower risk, income-based lending, with credit risk taken over a short to medium term. Exposure is taken against defined target clients displaying a profile of good character, sound financial strength and integrity, a core competency and a sound track record in the activity funded. The credit loss ratio improved from 2.05% at 31 March 2011 to 1.71% at 30 September 2011
- Limited exposure to rated and unrated structured credit investments; representing 2.9% of total assets
- A low leverage (gearing) ratio of approximately 11 times
- Low equity (investment) risk exposure; within total investments comprising 1.5% of total assets
- Modest proprietary market risk within our trading portfolio; value at risk and stress testing scenarios remain at prudent levels
- Potential losses that could arise in our trading book portfolio stress tested under extreme market conditions amount to 0.7% of total operating income for the six months to 30 September 2011
- A high level of readily available, high quality liquid assets; average cash and near cash of approximately £4.4 billion, within our range of 25% to 35% of our liability base. We continue to maintain a low reliance on interbank wholesale funding to fund core lending asset growth
- Continued increase in retail customer deposits and growing retail franchise
- Healthy capital ratios; we have always held capital in excess of regulatory requirements and we intend to perpetuate this philosophy.
- Geographical and operational diversity with a high level of recurring income which continues to support sustainability of operating profit.

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Credit and counterparty risk management

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

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

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

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

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

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

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

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

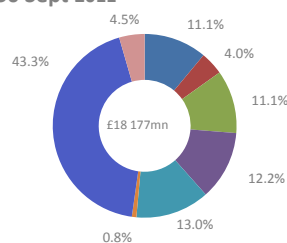
An analysis of gross credit and counterparty exposures

£'000	30 Sept 2011	31 March 2011	% change	Average*	30 Sept 2010
On-balance sheet exposures	17 362 371	16 471 582	5.4%	16 916 977	15 969 021
Securitisation exposures arising from securitisation/principal finance activities	2 010 406	1 707 505	17.7%	1 858 956	1 832 084
Rated instruments	543 597	457 645	18.8%	500 621	596 783
Unrated instruments	130 007	194 799	(33.3%)	162 403	194 526
Other	1 336 802	1 055 061	26.7%	1 195 932	1 040 775
Debt instruments - non sovereign (NCDs, bonds held, debentures)	742 395	1 390 826	(46.6%)	1 066 611	1 132 433
Bank placements	2 020 606	1 774 550	13.9%	1 897 578	1 925 869
Sovereign, government placements and debt instruments	2 213 504	1 740 502	27.2%	1 977 003	2 089 273
Trading exposures (positive fair value excluding potential future exposures)	2 363 106	1 897 903	24.5%	2 130 505	1 493 404
Other credit exposures	145 232	124 860	>100%	135 046	60 083
Gross core loans and advances to customers	7 867 122	7 835 436	0.4%	7 851 279	7 435 875
Off-balance sheet exposures	814 231	935 708	(13.0%)	874 970	767 637
Guarantees^	69 932	51 920	34.7%	60 926	53 136
Contingent liabilities, committed facilities and other	744 299	883 788	(15.8%)	814 044	714 501
Total gross credit and counterparty exposures pre collateral or other credit enhancements	18 176 602	17 407 290	4.4%	17 791 946	16 736 658

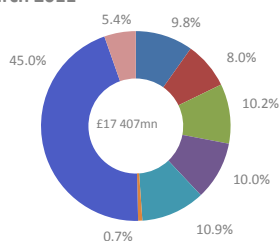
*Where the average is based on a straight line average for the period 1 April 2011 to 30 September 2011

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

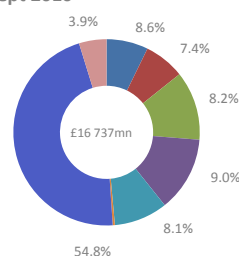
30 Sept 2011



31 March 2011



30 Sept 2010



■ Securitisation exposures
 ■ Bank placements
 ■ Trading exposures
 ■ Gross core loans and advances to customers
 ■ Debt instruments - non sovereign
 ■ Sovereign, government placements and debt instruments
 ■ Other credit exposures
 ■ Off-balance sheet exposures

Investec plc (excluding Investec Limited)

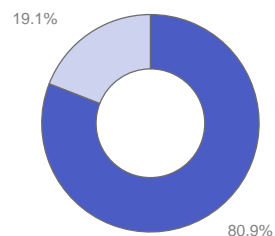
Risk management

Unaudited

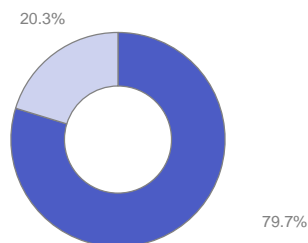
An analysis of gross credit and counterparty exposures by geography

	UK and Europe		Australia		Total	
£'000	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011
On - balance sheet exposures	14 111 571	13 147 291	3 250 800	3 324 291	17 362 371	16 471 582
Securitisation exposures arising from securitisation/principal finance activities	1 945 764	1 641 155	64 642	66 350	2 010 406	1 707 505
Rated instruments	478 955	391 295	64 642	66 350	543 597	457 645
Unrated instruments	130 007	194 799	-	-	130 007	194 799
Other	1 336 802	1 055 061	-	-	1 336 802	1 055 061
Debt instruments - non sovereign (NCDs, bonds held, debentures)	216 176	623 808	526 219	767 018	742 395	1 390 826
Bank placements	1 944 486	1 678 078	76 120	96 472	2 020 606	1 774 550
Sovereign, government placements and debt instruments	1 872 733	1 585 365	340 771	155 137	2 213 504	1 740 502
Trading exposures (positive fair value excluding potential future exposures)	2 216 651	1 816 235	146 455	81 668	2 363 106	1 897 903
Other credit exposures	95 558	70 883	49 674	53 977	145 232	124 860
Gross core loans and advances to customers	5 820 203	5 731 767	2 046 919	2 103 669	7 867 122	7 835 436
Off - balance sheet exposures	598 798	730 962	215 433	204 746	814 231	935 708
Guarantees	36 270	11 983	33 662	39 937	69 932	51 920
Contingent liabilities, committed facilities and other	562 528	718 979	181 771	164 809	744 299	883 788
Total gross credit and counterparty exposures pre collateral or other credit enhancements	14 710 369	13 878 253	3 466 233	3 529 037	18 176 602	17 407 290

30 Sept 2011



31 March 2011



■ UK and Europe
■ Australia

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

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

£'000	Securitisation exposures arising from securitisation/principal finance activities				Debt instruments - non sovereign (NCDs, bonds held, debentures)	Bank placements	Sovereign, government placements and debt instruments	Trading exposures (positive fair value excluding potential future exposures)	Other credit exposures	Gross core loans and advances to customers	Total credit and counterparty exposure	Assets that we deem to have no legal credit exposure	Note reference	Total balance sheet
	Total	Rated instruments	Unrated instruments	Other										
As at 30 September 2011														
Cash and balances at central banks	-	-	-	-	-	-	725 442	-	-	-	725 442	-		725 442
Loans and advances to banks borrowed	-	-	-	-	-	1 080 883	-	-	-	-	1 080 883	-		1 080 883
Trading securities	31 679	18 831	12 848	-	-	637 472	-	1 476 460	-	-	2 113 932	-		2 113 932
Derivative financial instruments	11 109	-	-	11 109	-	-	521 703	72 234	17 175	-	642 791	282 927	1	925 718
Investment securities	64 642	64 642	-	-	742 395	215 956	966 359	152	-	-	1 989 504	89 625	1	2 079 129
Loans and advances to customers	1 227 104	440 059	73 468	713 577	-	-	-	-	49 674	7 377 640	8 654 418	(132 949)	2	8 521 469
Loans and advances to customers - Kensington warehouse assets	608 176	-	-	608 176	-	-	-	-	-	-	608 176	922 374	3	1 530 550
Securitised assets	63 756	20 065	43 691	-	-	-	-	-	-	489 482	553 238	2 925 300	4	3 478 538
Deferred taxation assets	-	-	-	-	-	-	-	-	-	-	-	85 432		85 432
Other assets	3 940	-	-	3 940	-	86 295	-	149 474	78 383	-	318 092	685 306		1 003 398
Interest in associated undertakings	-	-	-	-	-	-	-	-	-	-	-	19 601		19 601
Property and equipment	-	-	-	-	-	-	-	-	-	-	-	225 026		225 026
Goodwill	-	-	-	-	-	-	-	-	-	-	-	439 054		439 054
Intangible assets	-	-	-	-	-	-	-	-	-	-	-	121 472		121 472
Total	2 010 406	543 597	130 007	1 336 802	742 395	2 020 606	2 213 504	2 363 106	145 232	7 867 122	17 362 371	6 033 249		23 395 620
As at 31 March 2011														
Cash and balances at central banks	-	-	-	-	-	21	1 142 355	162	-	-	1 142 538	27		1 142 565
Loans and advances to banks	-	-	-	-	-	916 671	-	-	-	-	916 671	-		916 671
Reverse repurchase agreements and cash collateral on securities borrowed	-	-	-	-	-	583 085	-	816 648	-	-	1 399 733	73 215		1 472 948
Trading securities	33 591	19 505	14 086	-	1 015	-	1 744	390 396	5 933	-	432 679	234 349	1	667 028
Derivative financial instruments	7 521	-	-	7 521	-	-	-	536 631	-	-	544 152	202 558	1	746 710
Investment securities	66 365	66 365	-	-	1 389 811	248 652	596 403	168	-	-	2 301 399	85 257	1	2 386 656
Loans and advances to customers	869 799	345 528	99 525	424 746	-	-	-	-	53 977	7 351 273	8 275 049	(124 989)	2	8 150 060
Loans and advances to customers - Kensington warehouse assets	619 246	-	-	619 246	-	-	-	-	-	-	619 246	992 935	3	1 612 181
Securitised assets	107 435	26 247	81 188	-	-	-	-	-	-	484 163	591 598	3 570 768	4	4 162 366
Deferred taxation assets	-	-	-	-	-	-	-	-	-	-	-	76 916		76 916
Other assets	3 548	-	-	3 548	-	26 121	-	153 898	237	-	183 804	727 483		911 287
Interest in associated undertakings	-	-	-	-	-	-	-	-	-	-	-	19 001		19 001
Property and equipment	-	-	-	-	-	-	-	-	64 713	-	64 713	172 125		236 838
Goodwill	-	-	-	-	-	-	-	-	-	-	-	437 953		437 953
Intangible assets	-	-	-	-	-	-	-	-	-	-	-	126 240		126 240
Total	1 707 505	457 645	194 799	1 055 061	1 390 826	1 774 550	1 740 502	1 897 903	124 860	7 835 436	16 471 582	6 593 838		23 065 420

Notes:

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

2. Relates to impairments and the impact of hedge accounting.

3. Whilst the group manages all risks (including credit risk) from a day to day operational perspective these assets are within special purpose vehicles that ring fence the assets to specific credit providers and limits security to the assets in the vehicle. The table above reflects the net credit exposure in the vehicles that the group has reflected in the "total credit and counterparty exposure" with the maximum credit exposure referenced to credit providers external to the group in the column headed "assets that we do not hold legal credit risk or have no legal credit exposure".

4. Largely relates to net investments in Kensington securitised vehicles to which Investec has no direct exposures.

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

	Up to 3 months	3 to 6 months	6 months to 1 year	1 to 5 years	5 to 10 years	>10 years	Total
£'000							
As at 30 September 2011							
On-balance sheet exposures	7 756 473	894 128	1 430 154	4 196 133	785 404	2 300 079	17 362 371
Securitisation exposures arising from securitisation/principal finance activities	-	-	-	49 502	50 050	1 910 854	2 010 406
Rated instruments	-	-	-	44 676	38 327	460 594	543 597
Unrated instruments	-	-	-	4 826	-	125 181	130 007
Other	-	-	-	-	11 723	1 325 079	1 336 802
Debt instruments - non sovereign (NCDs, bonds held, debentures)	166 923	6 246	19 596	366 362	155 289	27 979	742 395
Bank placements	1 824 594	52 086	91 994	51 932	-	-	2 020 606
Sovereign, government placements and debt instruments	1 861 894	85 336	96 309	-	-	169 965	2 213 504
Trading exposures (positive fair value excluding potential future exposures)	1 962 774	213 382	8 487	156 643	8 819	13 001	2 363 106
Other credit exposures	54 576	10 742	22 814	54 755	2 345	-	145 232
Gross core loans and advances to customers	1 885 712	526 336	1 190 954	3 516 939	568 901	178 280	7 867 122
Off-balance sheet exposures	452 343	46 787	70 338	193 881	48 562	2 320	814 231
Guarantees	38 478	4 534	3 272	23 170	478	-	69 932
Contingent liabilities, committed facilities and other	413 865	42 253	67 066	170 711	48 084	2 320	744 299
Total gross credit and counterparty exposures pre collateral or other credit enhancements	8 208 816	940 915	1 500 492	4 390 014	833 966	2 302 399	18 176 602

Investec plc (excluding Investec Limited)

Unaudited

Risk management

An analysis of gross credit and counterparty exposure by industry

	Gross core loans and advances		Other credit and counterparty exposures		Total	
£'000	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011
HNW and professional individuals	5 387 397	5 368 323	455 970	471 586	5 843 367	5 839 909
Agriculture	14 747	16 182	5 098	8 655	19 845	24 837
Electricity, gas and water (utility services)	317 987	268 840	106 005	183 257	423 992	452 097
Public and non-business services	143 570	135 337	2 236 502	2 137 468	2 380 072	2 272 805
Business service	200 496	195 726	87 013	74 341	287 509	270 067
Finance and insurance (including central banks)	284 558	271 610	5 616 565	5 104 603	5 901 123	5 376 213
Retailers and wholesalers	201 358	192 787	26 334	15 845	227 692	208 632
Manufacturing and commerce	407 036	439 042	94 047	58 253	501 083	497 295
Real estate	341 351	341 023	1 578 039	1 344 950	1 919 390	1 685 973
Mining and resources	117 230	122 096	52 256	58 974	169 486	181 070
Leisure, entertainment and tourism	100 754	125 194	11 992	45 151	112 746	170 345
Transport and communication	350 638	359 276	39 659	68 771	390 297	428 047
Total	7 867 122	7 835 436	10 309 480	9 571 854	18 176 602	17 407 290

	HNW and professional individuals	Agriculture	Electricity, gas and water (utility services)	Public and non-business services	Business service	Finance and insurance (including central banks)	Retailers and wholesalers	Manufacturing and commerce	Real estate	Mining and resources	Leisure, entertainment and tourism	Transport and communication	Total
£'000													
As at 30 September 2011													
On-balance sheet exposures	5 387 397	14 889	334 833	2 358 247	278 819	5 824 930	215 032	440 676	1 917 528	125 093	104 860	360 067	17 362 371
Securitisation exposures arising from securitisation/principal finance activities	-	-	-	-	-	517 243	-	-	1 493 163	-	-	-	2 010 406
Rated instruments	-	-	-	-	-	441 827	-	-	101 770	-	-	-	543 597
Unrated instruments	-	-	-	-	-	64 307	-	-	65 700	-	-	-	130 007
Other	-	-	-	-	-	11 109	-	-	1 325 693	-	-	-	1 336 802
Debt instruments - non sovereign (NCDs, bonds held, debentures)	-	-	-	-	-	734 327	-	-	-	-	-	8 068	742 395
Bank placements	-	-	-	-	-	2 020 606	-	-	-	-	-	-	2 020 606
Sovereign, government placements and debt instruments	-	-	-	2 213 504	-	-	-	-	-	-	-	-	2 213 504
Trading exposures (positive fair value excluding potential future exposures)	-	142	16 846	-	2 971	2 250 280	13 674	33 398	32 465	7 863	4 106	1 361	2 363 106
Other credit exposures	-	-	-	1 173	75 352	17 916	-	242	50 549	-	-	-	145 232
Gross core loans and advances to customers	5 387 397	14 747	317 987	143 570	200 496	284 558	201 358	407 036	341 351	117 230	100 754	350 638	7 867 122
Off-balance sheet exposures	455 970	4 956	89 159	21 825	8 690	76 193	12 660	60 407	1 862	44 393	7 886	30 230	814 231
Guarantees	24 906	-	4 230	-	-	6 805	2 608	-	-	28 174	-	3 209	69 932
Contingent liabilities, committed facilities and other	431 064	4 956	84 929	21 825	8 690	69 388	10 052	60 407	1 862	16 219	7 886	27 021	744 299
Total gross credit and counterparty exposures pre collateral or other credit enhancements	5 843 367	19 845	423 992	2 380 072	287 509	5 901 123	227 692	501 083	1 919 390	169 486	112 746	390 297	18 176 602
As at 31 March 2011													
On-balance sheet exposures	5 368 323	16 189	272 037	2 256 796	257 708	5 342 257	197 075	446 454	1 682 448	130 312	127 147	374 836	16 471 582
Securitisation exposures arising from securitisation/principal finance activities	-	-	-	-	-	446 825	-	-	1 260 680	-	-	-	1 707 505
Rated instruments	-	-	-	-	-	348 559	-	-	109 086	-	-	-	457 645
Unrated instruments	-	-	-	-	-	90 745	-	-	104 054	-	-	-	194 799
Other	-	-	-	-	-	7 521	-	-	1 047 540	-	-	-	1 055 061
Debt instruments - non sovereign (NCDs, bonds held, debentures)	-	-	-	-	-	1 377 754	-	-	-	-	-	13 072	1 390 826
Bank placements	-	-	-	-	-	1 774 550	-	-	-	-	-	-	1 774 550
Sovereign, government placements and debt instruments	-	-	-	1 740 502	-	-	-	-	-	-	-	-	1 740 502
Trading exposures (positive fair value excluding potential future exposures)	-	7	3 197	367 422	10 804	1 465 584	4 288	7 412	26 532	8 216	1 953	2 488	1 897 903
Other credit exposures	-	-	-	13 535	51 178	5 934	-	-	54 213	-	-	-	124 860
Gross core loans and advances to customers	5 368 323	16 182	268 840	135 337	195 726	271 610	192 787	439 042	341 023	122 096	125 194	359 276	7 835 436
Off-balance sheet exposures	471 586	8 648	180 060	16 009	12 359	33 956	11 557	50 841	3 525	50 758	43 198	53 211	935 708
Guarantees	28 329	-	1 489	-	-	-	3 227	104	-	18 771	-	-	51 920
Contingent liabilities, committed facilities and other	443 257	8 648	178 571	16 009	12 359	33 956	8 330	50 737	3 525	31 987	43 198	53 211	883 788
Total gross credit and counterparty exposures pre collateral or other credit enhancements	5 839 909	24 837	452 097	2 272 805	270 067	5 376 213	208 632	497 295	1 685 973	181 070	170 345	428 047	17 407 290



Investec plc (excluding Investec Limited)

Risk management

Unaudited

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

Core loans and advances to customers

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

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

£'000	30 Sept 2011	31 March 2011	30 Sept 2010
Loans (pre-impairments and intercompany loans)	8 654 418	8 275 049	7 856 724
Less: warehouse facilities and structured credit investments arising out of our securitisation, principal finance activities and other credit exposures (pre-impairments)	(1 276 778)	(923 776)	(917 289)
Add: own-originated securitised assets	489 482	484 163	496 440
Gross core loans and advances to customers (pre-impairments)	7 867 122	7 835 436	7 435 875

The tables below provides information with respect to the asset quality of our core loans and advances

£'000	30 Sept 2011	31 March 2011	30 Sept 2010
Gross core loans and advances to customers	7 867 122	7 835 436	7 435 875
Total impairments	(220 870)	(183 743)	(143 863)
Portfolio impairments	(1 485)	(1 518)	(36 316)
Specific impairments	(219 385)	(182 225)	(107 547)
Net core loans and advances to customers	7 646 252	7 651 693	7 292 012
Average gross core loans and advances to customers	7 851 279	7 612 323	7 412 543
Current loans and advances to customers	6 931 959	6 934 084	6 468 051
Past due and default core loans and advances to customers	935 163	901 352	967 824
Past due loans and advances to customers (1-60 days)	235 043	257 018	342 562
Special mention loans and advances to customers	44 080	27 051	61 915
Default loans and advances to customers	656 040	617 283	563 347
Gross core loans and advances to customers	7 867 122	7 835 436	7 435 875
Past due and default core loans and advances to customers	935 163	901 352	967 824
Default loans that are current and not impaired	-	-	4 527
Gross core loans and advances to customers that are past due but not impaired	377 619	441 212	644 556
Gross core loans and advances to customers that are impaired	557 544	460 140	318 741
Total income statement charge for impairments on core loans and advances	(75 834)	(170 804)	(64 837)
Gross default loans and advances to customers	656 040	617 283	563 347
Specific impairments	(219 385)	(182 225)	(107 547)
Portfolio impairments	(1 485)	(1 518)	(36 316)
Defaults net of impairments	435 170	433 540	419 484
Collateral and other credit enhancements	451 548	551 279	484 514
Net default loans and advances to customers (limited to zero)	-	17^	-
Ratios:			
Total impairments as a % of gross core loans and advances to customers	2.81%	2.35%	1.93%
Total impairments as a % of gross default loans	33.67%	29.77%	25.54%
Gross defaults as a % of gross core loans and advances to customers	8.34%	7.88%	7.58%
Defaults (net of impairments) as a % of net core loans and advances to customers	5.69%	5.67%	5.75%
Net defaults as a % of core loans and advances to customers	-	-	-
Annualised credit loss ratio (i.e income statement charge as a % of average gross loans and advances)	1.71%	2.05%	1.59%

^Exposures cannot be set-off against one another

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

£'000	UK and Europe		Australia		Total	
	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011	30 Sept 2011	31 March 2011
Gross core loans and advances to customers	5 820 203	5 731 767	2 046 919	2 103 669	7 867 122	7 835 436
Total impairments	(164 317)	(155 515)	(56 553)	(28 228)	(220 870)	(183 743)
Portfolio impairments	-	-	(1 485)	(1 518)	(1 485)	(1 518)
Specific impairments	(164 317)	(155 515)	(55 068)	(26 710)	(219 385)	(182 225)
Net core loans and advances to customers	5 655 886	5 576 252	1 990 366	2 075 441	7 646 252	7 651 693
% of total	74.0%	72.9%	26.0%	27.1%	100%	100%
% change since 31 March 2011	1.4%	-	-2.7%	-	-1.2%	-
Average gross core loans and advances to customers	5 775 985	5 634 261	2 075 294	1 978 062	7 851 279	7 612 323
Current loans and advances to customers	5 170 982	5 094 609	1 760 977	1 839 475	6 931 959	6 934 084
Past due and default core loans and advances to customers	649 221	637 158	285 942	264 194	935 163	901 352
Past due loans and advances to customers (1-60 days)	220 629	232 866	14 414	24 152	235 043	257 018
Special mention loans and advances to customers	34 008	13 160	10 072	13 891	44 080	27 051
Default loans and advances to customers	394 584	391 132	261 456	226 151	656 040	617 283
Gross core loans and advances to customers	5 820 203	5 731 767	2 046 919	2 103 669	7 867 122	7 835 436
Past due and default loans and advances to customers	649 221	637 158	285 942	264 194	935 163	901 352
Default loans that are current and not impaired	-	-	-	-	-	-
Gross core loans and advances to customers that are past due but not impaired	312 212	300 873	65 407	140 339	377 619	441 212
Gross core loans and advances to customers that are impaired	337 009	336 285	220 535	123 855	557 544	460 140
Total income statement charge for impairments on core loans and advances	(42 951)	(140 597)	(32 883)	(30 207)	(75 834)	(170 804)
Gross default loans and advances to customers	394 584	391 132	261 456	226 151	656 040	617 283
Specific impairments	(164 317)	(155 515)	(55 068)	(16 710)	(219 385)	(172 225)
Portfolio impairments	-	-	(1 485)	(1 518)	(1 485)	(1 518)
Defaults net of impairments	230 267	235 617	204 903	207 923	435 170	443 540
Collateral and other credit enhancements	241 522	336 739	210 026	214 540	451 548	551 279
Net default loans and advances to customers (limited to zero)	-	17^	-	-	-	17^
Total impairments as a % of gross core loans and advances to customers	2.82%	2.71%	2.76%	1.34%	2.81%	2.35%
Total impairments as a % of gross default loans	41.64%	39.76%	21.63%	12.48%	33.67%	29.77%
Gross defaults as a % of gross core loans and advances to customers	6.78%	6.82%	12.77%	10.75%	8.34%	7.88%
Defaults (net of impairments) as a % of net core loans and advances to customers	4.07%	4.23%	10.29%	9.54%	5.69%	5.67%
Net defaults as a % of core loans and advances to customers	-	-	-	-	-	-
Annualised credit loss ratio (i.e income statement charge as a % of average gross loans and advances)	1.27%	2.22%	3.17%	1.53%	1.71%	2.05%

^ Exposures cannot be set-off against one another

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

As at 30 September 2011

£'000	Private Bank**			Capital Markets**			Other*		Total	Total
	UK and Europe	Australia	Total	UK and Europe	Australia	Total	UK and Europe	Australia		
Gross core loans and advances to customers	3 620 380	1 767 017	5 387 397	2 028 350	279 550	2 307 900	171 473	352	171 825	7 867 122
Total impairments	(135 538)	(56 165)	(191 703)	(26 945)	(389)	(27 334)	(1 833)	-	(1 833)	(220 870)
Portfolio Impairments	-	(1 485)	(1 485)	-	-	-	-	-	-	(1 485)
Specific Impairments	(135 538)	(54 680)	(190 218)	(26 945)	(389)	(27 334)	(1 833)	-	(1 833)	(219 385)
Net core loans and advances to customers	3 484 842	1 710 852	5 195 694	2 001 405	279 161	2 280 566	169 640	352	169 992	7 646 252
Average gross core loans and advances	3 570 133	1 807 727	5 377 860	2 032 505	266 458	2 298 963	173 347	1 109	174 456	7 851 279
Current loans and advances to customers	3 077 265	1 485 057	4 562 322	1 924 333	275 568	2 199 901	169 384	352	169 736	6 931 959
Past due and default core loans and advances to customers	543 115	281 960	825 075	104 017	3 982	107 999	2 089	-	2 089	935 163
Past due loans and advances to customers (1-60 days)	191 651	14 414	206 065	28 722	-	28 722	256	-	256	235 043
Special mention loans and advances to customers	17 968	8 723	26 691	16 040	1 349	17 389	-	-	-	44 080
Default loans and advances to customers	333 496	258 823	592 319	59 255	2 633	61 888	1 833	-	1 833	656 040
Gross core loans and advances to customers	3 620 380	1 767 017	5 387 397	2 028 350	279 550	2 307 900	171 473	352	171 825	7 867 122
Past due and default core loans and advances to customers	543 115	281 960	825 075	104 017	3 982	107 999	2 089	-	2 089	935 163
Default loans that are current and not impaired	-	-	-	-	-	-	-	-	-	-
Gross core loans and advances to customers that are past due but not impaired	266 914	61 677	328 591	45 042	3 730	48 772	256	-	256	377 619
Gross core loans and advances to customers that are impaired	276 201	220 283	496 484	58 975	252	59 227	1 833	-	1 833	557 544
Total income statement charge for impairments on core loans	(24 962)	(31 319)	(56 281)	(17 573)	(1 563)	(19 136)	(417)	-	(417)	(75 834)
Gross default loans and advances to customers	333 496	258 823	592 319	59 255	2 633	61 888	1 833	-	1 833	656 040
Portfolio Impairments	-	(1 485)	(1 485)	-	-	-	-	-	-	(1 485)
Specific Impairments	(135 538)	(54 680)	(190 218)	(26 945)	(389)	(27 334)	(1 833)	-	(1 833)	(219 385)
Defaults net of impairments	197 958	202 658	400 616	32 310	2 244	34 554	-	-	-	435 170
Collateral and other credit enhancements	198 313	207 645	405 958	43 209	2 381	45 590	-	-	-	451 548
Net default loans and advances to customers (limited to zero)	-	-	-	-	-	-	-	-	-	-
Total impairments as a % of gross core loans and advances to customers	3.74%	3.18%	3.56%	1.33%	0.14%	1.18%	1.07%	-	1.07%	2.81%
Total impairments as a % of gross default loans	40.64%	21.70%	32.36%	45.47%	14.77%	44.17%	100.00%	-	100.00%	33.67%
Gross defaults as a % of gross core loans and advances to customers	9.21%	14.65%	10.99%	2.92%	0.94%	2.68%	1.07%	-	1.07%	8.34%
Defaults (net of impairments) as a % of net core loans and advances to customers	5.68%	11.85%	7.71%	1.61%	0.80%	1.52%	-	-	-	5.69%
Net defaults as a % of core loans and advances to customers	-	-	-	-	-	-	-	-	-	-
Annualised credit loss ratio (i.e income statement charge as a % of average gross loans and advances)	1.40%	3.47%	2.09%	1.16%	1.17%	1.17%	0.48%	-	0.48%	1.71%

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

** A further analysis of our Private Bank and Capital Markets loan portfolios, broken down by type of loan, is provided further on. **16**

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

As at 31 March 2011

£'000	UK and Europe	Private Bank Australia	Total	UK and Europe	Capital Markets Australia	Total	UK and Europe	Other* Australia	Total	Total
Gross core loans and advances to customers	3 519 887	1 848 436	5 368 323	2 036 660	253 366	2 290 026	175 221	1 866	177 087	7 835 436
Total impairments	(141 673)	(27 987)	(169 660)	(13 842)	(241)	(14 083)	-	-	-	(183 743)
Portfolio impairments	-	(1 518)	(1 518)	-	-	-	-	-	-	(1 518)
Specific impairments	(141 673)	(26 469)	(168 142)	(13 842)	(241)	(14 083)	-	-	-	(182 225)
Net core loans and advances to customers	3 378 214	1 820 449	5 198 663	2 022 818	253 125	2 275 943	175 221	1 866	177 087	7 651 693
Average gross core loans and advances	3 583 746	1 764 226	5 347 972	1 907 079	212 029	2 119 108	143 435	1 808	145 243	7 612 323
Current loans and advances to customers	2 971 055	1 589 649	4 560 704	1 948 588	247 960	2 196 548	174 966	1 866	176 832	6 934 084
Past due and default core loans and advances to customers	548 832	258 787	807 619	88 072	5 406	93 478	255	-	255	901 352
Past due loans and advances to customers (1-60 days)	204 868	24 151	229 019	27 761	-	27 761	238	-	238	257 018
Special mention loans and advances to customers	12 673	12 628	25 301	487	1 263	1 750	-	-	-	27 051
Default loans and advances to customers	331 291	222 008	553 299	59 824	4 143	63 967	17	-	17	617 283
Gross core loans and advances to customers	3 519 887	1 848 436	5 368 323	2 036 660	253 366	2 290 026	175 221	1 866	177 087	7 835 436
Past due and default core loans and advances to customers	548 832	258 787	807 619	88 072	5 406	93 478	255	-	255	901 352
Default loans that are current and not impaired	-	-	-	-	-	-	-	-	-	-
Gross core loans and advances to customers that are past due but not impaired	272 152	135 204	407 356	28 483	5 135	33 618	238	-	238	441 212
Gross core loans and advances to customers that are impaired	276 680	123 583	400 263	59 589	271	59 860	17	-	17	460 140
Total income statement charge for impairments on core loans	(123 891)	(26 862)	(150 753)	(28 410)	(3 345)	(31 755)	11 704	-	11 704	(170 804)
Gross default loans and advances to customers	331 291	222 008	553 299	59 824	4 143	63 967	17	-	17	617 283
Specific impairments	(141 673)	(26 469)	(168 142)	(13 842)	(241)	(14 083)	-	-	-	(182 225)
Portfolio impairments	-	(1 518)	(1 518)	-	-	-	-	-	-	(1 518)
Defaults net of specific impairments	189 618	194 021	383 639	45 982	3 902	49 884	17	-	17	433 540
Collateral and other credit enhancements	290 758	210 637	501 395	45 982	3 902	49 884	-	-	-	551 279
Net default loans and advances to customers (limited to zero)	-	-	-	-	-	-	17	-	17^	17^
Total impairments as a % of gross core loans and advances to customers	4.02%	1.51%	3.16%	0.68%	0.10%	0.61%	-	-	-	2.35%
Total impairments as a % of gross default loans	42.76%	12.61%	30.66%	23.14%	5.82%	22.02%	-	-	-	29.77%
Gross defaults as a % of gross core loans and advances to customers	9.41%	12.01%	10.31%	2.94%	1.64%	2.79%	0.01%	-	0.01%	7.88%
Defaults (net of impairments) as a % of net core loans and advances to customers	5.61%	10.66%	7.38%	2.27%	1.54%	2.19%	0.01%	-	0.01%	5.67%
Net defaults as a % of core loans and advances to customers	-	-	-	-	-	-	-	-	0.01%	-
Credit loss ratio (i.e income statement charge as a % of average gross loans and advances)	3.46%	1.52%	2.82%	1.09%	1.58%	1.12%	(8.16%)	-	(8.06%)	2.05%

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

^ Exposures cannot be set-off against one another



Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

£'000	30 Sept 2011	31 March 2011
Default loans that are current	59 345	356
1 - 60 days	242 133	292 717
61 - 90 days	38 277	26 894
91 - 180 days	361 246	352 580
181 - 365 days	47 061	62 287
>365 days	187 101	166 518
Past due and default core loans and advances to customers (actual capital exposure)	935 163	901 352
1 - 60 days	7 834	5 405
61 - 90 days	4 070	11 714
91 - 180 days	27 261	36 592
181 - 365 days	45 541	44 159
>365 days	183 498	149 343
Past due and default core loans and advances to customers (actual amount in arrears)	268 204	247 213

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

£'000	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
As at 30 September 2011							
Gross core loans and advances to customers that are past due but not impaired							
Total capital exposure	-	241 171	37 952	73 166	9 531	15 799	377 619
Amount in arrears	-	6 930	3 745	10 709	8 011	13 724	43 119
Gross core loans and advances to customers that are impaired							
Total capital exposure	59 345	962	325	288 080	37 530	171 302	557 544
Amount in arrears	-	904	325	16 552	37 530	169 774	225 085
As at 31 March 2011							
Gross core loans and advances to customers that are past due but not impaired							
Total capital exposure	-	258 682	25 388	48 498	44 281	64 363	441 212
Amount in arrears	-	4 500	10 503	8 530	33 712	48 718	105 963
Gross core loans and advances to customers that are impaired							
Total capital exposure	356	34 035	1 506	304 082	18 006	102 155	460 140
Amount in arrears	-	905	1 211	28 062	10 447	100 625	141 250

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
£'000							
Past due (1-60 days)	-	235 043	-	-	-	-	235 043
Special mention	-	6 128	37 952	-	-	-	44 080
Special mention (1 - 90 days)	-	6 128	19 532	-	-	-	25 660
Special mention (61 - 90 days and item well secured)	-	-	18 420	-	-	-	18 420
Default	59 345	962	325	361 246	47 061	187 101	656 040
Sub-standard	487	-	-	173 186	9 531	17 278	200 482
Doubtful	58 858	962	325	25 206	37 530	164 370	287 251
Loss	-	-	-	162 854	-	5 453	168 307
Total	59 345	242 133	38 277	361 246	47 061	187 101	935 163

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

	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
£'000							
Past due (1-60 days)	-	6 696	-	-	-	-	6 696
Special mention	-	234	3 745	-	-	-	3 979
Special mention (1 - 90 days)	-	234	3 301	-	-	-	3 535
Special mention (61 - 90 days and item well secured)	-	-	444	-	-	-	444
Default	-	904	325	27 261	45 541	183 498	257 529
Sub-standard	-	-	-	10 710	8 011	13 867	32 588
Doubtful	-	904	325	16 551	37 530	164 178	219 488
Loss	-	-	-	-	-	5 453	5 453
Total	-	7 834	4 070	27 261	45 541	183 498	268 204

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

	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
£'000							
Past due (1-60 days)	-	257 018	-	-	-	-	257 018
Special mention	-	1 663	25 388	-	-	-	27 051
Special mention (1 - 90 days)	-	1 663	14 210	-	-	-	15 873
Special mention (61 - 90 days and item well secured)	-	-	11 178	-	-	-	11 178
Default	356	34 036	1 506	352 580	62 287	166 518	617 283
Sub-standard	-	33 138	-	142 004	50 196	65 793	291 131
Doubtful	356	898	1 506	36 793	12 091	96 193	147 837
Loss	-	-	-	173 783	-	4 532	178 315
Total	356	292 717	26 894	352 580	62 287	166 518	901 352

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

	Current watchlist loans	1 - 60 days	61-90 days	91-180 days	181-365 days	>365days	Total
£'000							
Past due (1-60 days)	-	4 414	-	-	-	-	4 414
Special mention	-	86	10 503	-	-	-	10 589
Special mention (1 - 90 days)	-	86	10 165	-	-	-	10 251
Special mention (61 - 90 days and item well secured)	-	-	338	-	-	-	338
Default	-	905	1 211	36 592	44 159	149 343	232 210
Sub-standard	-	7	-	8 495	36 456	48 811	93 769
Doubtful	-	898	1 211	28 079	7 662	96 000	133 850
Loss	-	-	-	18	41	4 532	4 591
Total	-	5 405	11 714	36 592	44 159	149 343	247 213



Investec plc (excluding Investec Limited)

Unaudited

Risk management

An analysis of core loans and advances to customers

	Gross core loans and advances that are neither past due nor impaired	Gross core loans and advances that are past due but not impaired	Gross core loans and advances that are impaired	Total gross core loans and advances (actual capital exposure)	Specific impairments	Portfolio impairments	Total net core loans and advances (actual capital exposure)	Actual amount in arrears
As at 30 September 2011								
Current core loans and advances	6 931 959	-	-	6 931 959	-	(1 485)	6 930 474	-
Past due (1-60 days)	-	235 043	-	235 043	-	-	235 043	6 696
Special mention	-	44 080	-	44 080	-	-	44 080	3 979
Special mention (1 - 90 days)	-	25 660	-	25 660	-	-	25 660	3 535
Special mention (61 - 90 days and item well secured)	-	18 420	-	18 420	-	-	18 420	444
Default	-	98 496	557 544	656 040	(219 385)	-	436 655	257 529
Sub-standard	-	98 496	101 986	200 482	(33 051)	-	167 431	32 588
Doubtful	-	-	287 251	287 251	(82 641)	-	204 610	219 488
Loss	-	-	168 307	168 307	(103 693)	-	64 614	5 453
Total	6 931 959	377 619	557 544	7 867 122	(219 385)	(1 485)	7 646 252	268 204
As at 31 March 2011								
Current core loans and advances	6 934 084	-	-	6 934 084	-	(1 518)	6 932 566	-
Past due (1-60 days)	-	257 018	-	257 018	-	-	257 018	4 414
Special mention	-	27 051	-	27 051	-	-	27 051	10 589
Special mention (1 - 90 days)	-	15 873	-	15 873	-	-	15 873	10 251
Special mention (61 - 90 days and item well secured)	-	11 178	-	11 178	-	-	11 178	338
Default	-	157 143	460 140	617 283	(182 225)	-	435 058	232 210
Sub-standard	-	157 143	133 988	291 131	(37 755)	-	253 376	93 769
Doubtful	-	-	147 837	147 837	(35 684)	-	112 153	133 850
Loss	-	-	178 315	178 315	(108 786)	-	69 529	4 591
Total	6 934 084	441 212	460 140	7 835 436	(182 225)	(1 518)	7 651 693	247 213

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

	Current core loans and advances	Past due (1-60 days)	Special mention (1 - 90 days)	Special mention (61 - 90 days and well secured)	Sub-standard	Doubtful	Loss	Total gross core loans and advances to customers	Portfolio impairments	Specific impairments	Total impairments
£'000											
As at 30 September 2011											
Private Banking professional and HNW individuals	4 558 339	206 065	9 729	18 311	199 716	232 383	162 854	5 387 397	(1 485)	(190 607)	(192 092)
Corporate sector	1 887 542	28 722	15 931	109	766	53 832	5 453	1 992 355	-	(28 107)	(28 107)
Banking, insurance, financial services (excluding sovereign)	284 237	-	-	-	-	321	-	284 558	-	(203)	(203)
Public and government sector (including central banks)	142 855	-	-	-	-	715	-	143 570	-	(468)	(468)
Trade finance and other	58 986	256	-	-	-	-	-	59 242	-	-	-
Total gross core loans and advances to customers	6 931 959	235 043	25 660	18 420	200 482	287 251	168 307	7 867 122	(1 485)	(219 385)	(220 870)
As at 31 March 2011											
Private Banking professional and HNW individuals	4 555 298	229 019	15 873	10 691	251 843	131 816	173 783	5 368 323	(1 518)	(168 383)	(169 901)
Corporate sector	1 901 968	27 760	-	487	39 288	15 037	4 532	1 989 072	-	(13 265)	(13 265)
Banking, insurance, financial services (excluding sovereign)	271 281	-	-	-	-	329	-	271 610	-	(198)	(198)
Public and government sector (including central banks)	134 699	-	-	-	-	638	-	135 337	-	(379)	(379)
Trade finance and other	70 838	239	-	-	-	17	-	71 094	-	-	-
Total gross core loans and advances to customers	6 934 084	257 018	15 873	11 178	291 131	147 837	178 315	7 835 436	(1 518)	(182 225)	(183 743)

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

	30 Sept 2011	31 March 2011
£'000		
Private Banking professional and HNW individuals	5 387 397	5 368 323
Corporate sector	1 992 355	1 989 072
Banking, insurance, financial services (excluding sovereign)	284 558	271 610
Public and government sector (including central banks)	143 570	135 337
Trade finance	59 242	71 094
Total gross core loans and advances to customers	7 867 122	7 835 436



Investec plc (excluding Investec Limited)

Unaudited

Risk management

An analysis of default core loans and advances as at 30 September 2011

£'million	UK and Europe				Australia				Total			
	Gross core loans	Gross defaults	Collateral against defaults	Impairments	Gross core loans	Gross defaults	Collateral against defaults	Impairments	Gross core loans	Gross defaults	Collateral against defaults	Impairments
Private Bank												
Residential Property	1 517	192	118	75	367	149	114	35	1 884	341	232	110
Residential property investments	587	6	5	1	34	26	19	7	621	32	24	8
Residential mortgages (owner occupied and second homes)	227	-	-	-	62	-	-	-	289	-	-	-
Residential property development	542	90	57	33	180	89	65	25	722	179	122	58
Residential estates/land	161	96	56	41	91	34	30	3	252	130	86	44
Commercial Property	1 566	117	66	54	560	94	82	16	2 126	211	148	70
Commercial property investment	1 236	39	29	11	522	76	64	15	1 758	115	93	26
Commercial property land	225	66	31	36	28	17	17	1	253	83	48	37
Commercial property development	105	12	6	7	10	1	1	-	115	13	7	7
Other	537	24	14	7	840	16	12	5	1 377	40	26	12
Asset backed lending	332	1	-	1	517	2	1	1	849	3	1	2
Unlisted securities and general corporate lending	64	3	3	-	123	10	7	4	187	13	10	4
Unsecured lending	31	18	10	6	108	-	-	-	139	18	10	6
Other*	110	2	1	-	92	4	4	-	202	6	5	-
Total Private Bank	3 620	333	198	136	1 767	259	208	56	5 387	592	406	192
Capital Markets												
Acquisition finance	643	5	11	5	73	-	-	-	716	5	11	5
Asset finance	359	16	6	10	12	-	-	-	371	16	6	10
Corporate loans	635	5	-	5	81	3	2	-	716	8	2	5
Project finance	356	33	26	7	32	-	-	-	388	33	26	7
Resource finance and commodities	35	-	-	-	82	-	-	-	117	-	-	-
Total Capital Markets	2 028	59	43	27	280	3	2	-	2 308	62	45	27
Other*	172	2	-	2	-	-	-	-	172	2	-	2
Total group	5 820	394	241	165	2 047	262	210	56	7 867	656	451	221

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

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Collateral

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

£'000	Collateral held against		Total
	Gross core loans and advances	Other credit and counterparty exposures *	
As at 30 September 2011			
Eligible financial collateral	261 432	46 450	307 882
Listed shares	139 239	-	139 239
Cash	122 193	46 450	168 643
Mortgage bonds	5 700 837	131 666	5 832 503
Residential mortgages	1 749 082	-	1 749 082
Residential development	1 042 292	-	1 042 292
Commercial property developments	687 575	-	687 575
Commercial property investments	2 221 888	131 666	2 353 554
Other collateral	4 881 508	-	4 881 508
Unlisted shares	420 392	-	420 392
Bonds other than mortgage bonds	54 533	-	54 533
Debtors, stock and other corporate assets	2 994 715	-	2 994 715
Guarantees	572 966	-	572 966
Other	838 902	-	838 902
Total collateral	10 843 777	178 116	11 021 893
As at 31 March 2011			
Eligible financial collateral	297 783	75 936	373 719
Listed shares	152 080	47 164	199 244
Cash	145 703	28 772	174 475
Mortgage bonds	6 434 801	136 035	6 570 836
Residential mortgages	1 749 199	-	1 749 199
Residential development	1 283 378	-	1 283 378
Commercial property developments	785 370	-	785 370
Commercial property investments	2 616 854	136 035	2 752 889
Other collateral	4 859 256	-	4 859 256
Unlisted shares	405 551	-	405 551
Bonds other than mortgage bonds	346 141	-	346 141
Debtors, stock and other corporate assets	2 755 265	-	2 755 265
Guarantees	522 877	-	522 877
Other	829 422	-	829 422
Total collateral	11 591 840	211 971	11 803 811

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

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Securitisation/principal finance activities and exposures

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

UK and Europe

The Principal Finance business focuses on securitisation of our assets, predominantly residential and commercial mortgages. We also undertake trading and investment in structured credit investments where we have invested in rated and unrated debt instruments largely within the UK and Europe and to a lesser extent in the US.

We retain residual net exposures amounting to £544 million to the assets originated, warehoused and securitised by Kensington.

Australia

Investec Bank (Australia) Limited acquired Experien in 2007. Assets originated by the business have been securitised. These amount to A\$807 million (31 March 2010: A\$860 million) and include leases and instalment debtors (A\$514 million), residential mortgages (A\$33 million), commercial mortgages (A\$149 million) and other loans, for example overdrafts (A\$111 million). These securitisation structures have all been rated by Standard and Poor's.

Credit analysis

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

Nature of exposure/activity	Exposure as at 30 Sept 2011 £'mn	Exposure as at 31 March 2011 £'mn	Credit analysis internal risk classification	Asset quality - relevant comments for the period	Capital treatment
Structured credit investments *	670	615	On-balance sheet securitisation/principal finance exposure		Risk-weighted or supervisory deductions against primary and secondary capital
Rated	544	458			
Unrated	111	146			
Other	15	11			
Warehouse lines provided to, and investment in third party intermediary originating platforms (mortgage loans)	324	356	On-balance sheet securitisation/principal finance exposure.		Risk weighted depending on rating of counterparty.
Loans originated and/or acquired - awaiting securitisation	389	69	On-balance sheet securitisation/principal finance exposure.		Risk-weighted
Kensington - mortgage assets: Net exposures to the securitised book (after impairments) to the warehouse book (i.e. those assets that have been securitised)	31	65	On-balance sheet securitisation/principal finance exposure. Classified as 'unrated'. We are required to fully consolidate all assets acquired from Kensington. However, only those assets to which we are at risk are reflected in this analysis with the balance reflected under "no credit exposures".	see further on	Risk-weighted or supervisory deductions against primary and secondary capital
Kensington - mortgage assets: Net exposures to the warehouse book (i.e. those assets that have been originated and placed in special purpose vehicles awaiting securitisation)	513	535	On-balance sheet securitisation/principal finance exposure. Classified as 'other'. We are required to fully consolidate all assets acquired from Kensington. However, only those assets to which we are at risk are reflected in this analysis with the balance reflected under "no credit exposures".	see further on	Risk-weighted
Private Banking division assets which have been securitised	489	484	On-balance sheet exposure - reclassified from "accounting securitised assets" to core loans and advances for credit analysis purposes.	Analysed as part of the bank's overall asset quality on core loans and advances	We apply securitisation rules: either risk - weighted or supervisory deductions against primary and secondary capital.

*Analysis of structured credit investments

£'million	30 September 2011				31 March 2011			
	Rated**	Unrated	Other	Total	Rated**	Unrated	Other	Total
US corporate loans	13	-	-	13	19	-	-	19
US ABS	3	-	-	3	-	-	-	-
European ABS	6	7	-	13	3	7	-	10
European RMBS	315	95	-	410	298	131	-	429
European CMBS	62	5	-	67	65	5	-	70
European credit cards	5	-	-	5	6	-	-	6
European corporate loans	74	4	-	78	-	3	-	3
Australian RMBS	66	-	-	66	67	-	-	67
Other (credit default swaps)	-	-	15	15	-	-	11	11
Total	544	111	15	670	458	146	11	615

**Further analysis of rated structured credit investments as at 30 September 2011

£'million	AAA	AA	A	BBB	BB	B	C and below	Total
US corporate loans	-	-	-	-	12	1	-	13
US ABS	-	-	-	-	-	-	3	3
European ABS	-	-	3	3	-	-	-	6
European RMBS	182	42	23	17	4	22	25	315
European CMBS	3	17	26	5	8	3	-	62
European credit cards	5	-	-	-	-	-	-	5
European corporate loans	68	6	-	-	-	-	-	74
Australian RMBS	24	22	13	7	-	-	-	66
Total	282	87	65	32	24	26	28	544

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Kensington summary and statistics

As at 30 Sept 2011	Warehouse book	Securitised portfolio	Total	% of Total
Assets and business activity statistics				
Mortgage assets under management (£'million)	1 531	2 050	3 581	
IFRS adjustments	(50)	80	30	
Mortgage assets under management (£'million)	1 581	1970^	3 551	
First charge % of total mortgage assets under management	93.9%	93.4%	94.2%	
Second charge % of total mortgage assets under management	6.1%	6.6%	5.8%	
Fixed rate loans % of total mortgage assets under management	0.7%	0.1%	0.3%	
Number of accounts	14 204	22 861	37 065	
Average loan balance (first charge)	142 767	107 292	121 994	
Largest loan balance	1 102 981	1 149 214	1 200 806	
Weighted average loan mature margin %	4.1%	4.7%	4.4%	
Product mix (pre-IFRS adjustments) (£'million)	1 581	1 970	3 551	100.0%
Prime	6	0	6	0.2%
Near prime	529	398	927	26.1%
Prime Buy to Let	1	0	1	-
Adverse	373	1 460	1 833	51.6%
Adverse Buy to Let and Right to Buy	63	112	175	4.9%
Start - Irish operations	609	0	609	17.2%
Geographic distribution (£'million)	1 581	1 970	3 551	100.0%
UK - North	300	641	941	26.5%
UK - South West	74	139	213	6.0%
UK - South East	218	408	626	17.6%
Outer London	149	243	392	11.0%
Inner London	70	137	207	5.8%
Midlands	161	402	563	15.9%
Start - Irish operations	609	0	609	17.2%
Spread of value of properties (%)	100.0%	100.0%	100.0%	
>£500,000	3.4%	1.1%	1.9%	
>£250,000 <=£500,000	23.6%	10.0%	15.2%	
>£200,000 <=£250,000	16.3%	11.6%	13.4%	
>£150,000 <=£200,000	20.7%	20.0%	20.3%	
>£100,000 <=£150,000	23.2%	30.5%	27.7%	
>£70,000 <=£100,000	11.3%	20.7%	17.1%	
>£50,000 <=£70,000	1.4%	5.1%	3.7%	
<£50,000	0.1%	1.0%	0.7%	
Asset quality statistics				
Weighted average current LTV of portfolio (adjusted for house price deflation*)	99.4%	79.5%	88.4%	
LTV spread - % of book	100.0%	100.0%	100.0%	
<= 65%	12.8%	21.4%	17.7%	
>65% - <70%	3.4%	6.5%	5.2%	
>70% - <75%	3.8%	8.2%	6.4%	
>75% - <80%	4.6%	9.6%	7.6%	
>80% - <85%	5.9%	11.4%	9.1%	
>85% - <90%	7.5%	12.2%	10.3%	
>90% - <95%	9.1%	9.8%	9.5%	
>95% - <100%	9.3%	7.4%	8.2%	
> 100%	43.6%	13.5%	26.0%	
% of accounts > 90 days in arrears	32.0%	30.5%	31.1%	
number of accounts > 90 in arrears	4 544	6 952	11 496	
Total capital lent in arrears (£'million)	753	892	1 645	100.0%
Arrears 0 - 60 days	82	134	216	13.1%
Arrears 61 - 90 days	59	86	145	8.8%
Arrears >90 days	563	636	1 199	72.9%
Possession	49	36	85	5.2%
Debt to income ratio of clients %	20.4%	19.7%	20.0%	
Investec investment/exposure to assets reflected above (£'million)	608	48	656	
On balance sheet provision (£'million)	(95)	(17)	(112)	
Investec net investment/exposure to assets reflected above (£'million)	513	31	544	

*Bad debt provision is based on house price index assumptions of:

UK: calendar year: house price decline assumption of circa -5% for 2011, -7.5% for 2012 and flat thereafter, with an additional -10% haircut to the price to reflect forced sale discount

Ireland: calendar year: house price decline assumption of -11.4% for 2011, -3% for 2012 and house price growth assumption of 1% p.a. for 2013 to 2015 with an additional forced sale discount of 5-7%.

^ The decrease since 31 March 2011 is due to repayments and the sale and deconsolidation of certain assets.

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Equity and investment risk in the banking book

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

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

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

Country/category £'000	Income (pre funding costs)			Total	Fair value through equity
	Unrealised	Realised	Dividends, net interest and other		
Six months to 30 September 2011					
Unlisted investments	11 381	3 162	(802)	13 741	2 828
UK and Europe	11 381	3 196	(814)	13 763	3 337
Australia	-	(34)	12	(22)	(509)
Listed equities	(8 971)	798	(4 567)	(12 740)	470
UK and Europe	(8 971)	450	(4 568)	(13 089)	3 608
Australia	-	348	1	349	(3 138)
Investment and trading properties	36	864	441	1 341	-
UK and Europe	36	228	441	705	-
Australia	-	636	-	636	-
Warrants, profit shares and other embedded derivatives	(3 531)	-	2 254	(1 277)	-
UK and Europe	(3 531)	-	2 254	(1 277)	-
Australia	-	-	-	-	-
Total	(1 085)	4 824	(2 674)	1 065	3 298
Year ended 31 March 2011					
Unlisted investments	9 473	24 965	(2 492)	31 946	(3 526)
UK and Europe	9 473	21 978	(2 696)	28 755	(2 608)
Australia	-	2 987	204	3 191	(918)
Listed equities	3 302	3 915	(18 990)	(11 773)	7 091
UK and Europe	3 302	42	(19 240)	(15 896)	5 606
Australia	-	3 873	250	4 123	1 485
Investment and trading properties	472	193	1 193	1 858	-
UK and Europe	472	193	614	1 279	-
	-	-	579	579	-
Warrants, profit shares and other embedded derivatives	(936)	10 744	(26)	9 782	-
UK and Europe	(936)	10 744	(26)	9 782	-
Australia	-	-	-	-	-
Total	12 311	39 817	(20 315)	31 813	3 565

Unrealised revaluation gains are included in Tier 1 capital. Revaluations that are posted directly to equity are included in Tier 2 capital

Investec plc (excluding Investec Limited)

Unaudited

Risk management

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

Country/category £'000	Balance sheet value of investments	Valuation change stress test*	Balance sheet value of investments	Valuation change stress test*
	30 Sept 2011	30 Sept 2011	31 March 2011	31 March 2011
Unlisted investments	192 274	28 841	123 546	18 532
UK and Europe	184 791	27 719	116 994	17 549
Australia	7 483	1 122	6 552	983
Listed equities	52 020	13 006	70 278	17 569
UK and Europe	45 851	11 464	61 337	15 334
Australia	6 169	1 542	8 941	2 235
Investment and trading properties	86 122	17 224	58 434	11 687
UK and Europe	64 625	12 925	30 554	6 111
Australia	21 497	4 299	27 880	5 576
Warrants, profit shares and other embedded derivatives	26 631	9 320	32 387	11 336
UK and Europe	26 631	9 320	32 387	11 336
Total	357 047	68 391	284 645	59 124

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

Stress test values applied

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

Stress testing summary

Based on the information as at 30 September 2011, as reflected above we could have a £68 million reversal in revenue (which assumes a year in which there is a "worst case scenario"). This would not cause the company to report a loss but could have a significantly negative impact on earnings for that period. The probability of all these asset classes in all geographies in which we operate being negatively impacted at the same time is very low, although the probability of listed equities being negatively impacted at the same time is very high.

Capital requirements

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

Risk management

Traded market risk management

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

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

Management and measurement of traded market risk

Market risk management teams review the market risks on our books. Detailed risk reports are produced daily for each trading desk. These reports are distributed to management and the traders on the desk. Any unauthorised excesses are recorded and require a satisfactory explanation from the desk for the excess. The production of risk reports allows for the monitoring of every instrument traded against prescribed limits. New instruments or products are independently validated before trading can commence. Each traded instrument undergoes various stresses to assess potential losses. Each trading desk is monitored on an overall basis as an additional control. Trading limits are generally tiered with the most liquid and least "risky" instruments being assigned the largest limits.

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

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

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

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

	Period end £'000	UK and Europe 95% (one-day)			Period end A\$'000	Australia 95% (one-day)		
		Average £'000	High £'000	Low £'000		Average A\$'000	High A\$'000	Low A\$'000
30 September 2011								
Commodities	-	-	-	-	-	-	-	-
Equity derivatives	627	899	1 709	497	-	-	-	-
Foreign exchange	30	28	105	9	25	23	100	1
Interest rates	325	232	424	166	76	65	116	17
Consolidated*	912	1 000	1 621	731	67	72	125	19
31 March 2011								
Commodities	49	19	49	11	1	1	29	-
Equity derivatives	900	1 391	2 196	780	-	-	-	-
Foreign exchange	9	28	85	3	6	21	146	1
Interest rates	239	391	519	208	17	82	198	11
Consolidated*	1 129	1 592	2 260	997	20	89	202	12

*The consolidated VaR for each desk and each entity is lower than the sum of the individual VaR's. This arises from the correlation offset between various asset classes (diversification).

Investec plc (excluding Investec Limited)

Unaudited

Risk management

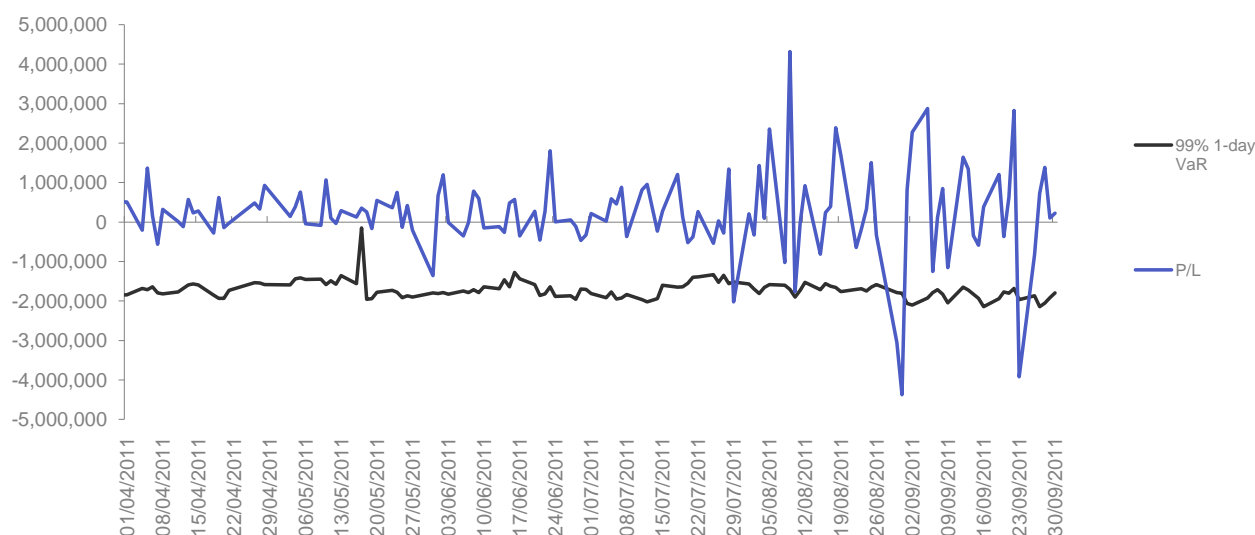
Traded market risk management

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

UK and Europe

There have been 4 backtesting exceptions over the period, i.e. where the loss on the previous day's positions was greater than the VaR. This is more than the expected one or two exceptions that we would expect to see over this period as a result of the significant increase in equity markets' volatility. The exceptions were driven by the Structured Equity desk and were all on days when equity markets rallied significantly and there were large falls in implied volatilities. Average VaR reduced significantly as a result of lower risk taking on the Structured Equity desk.

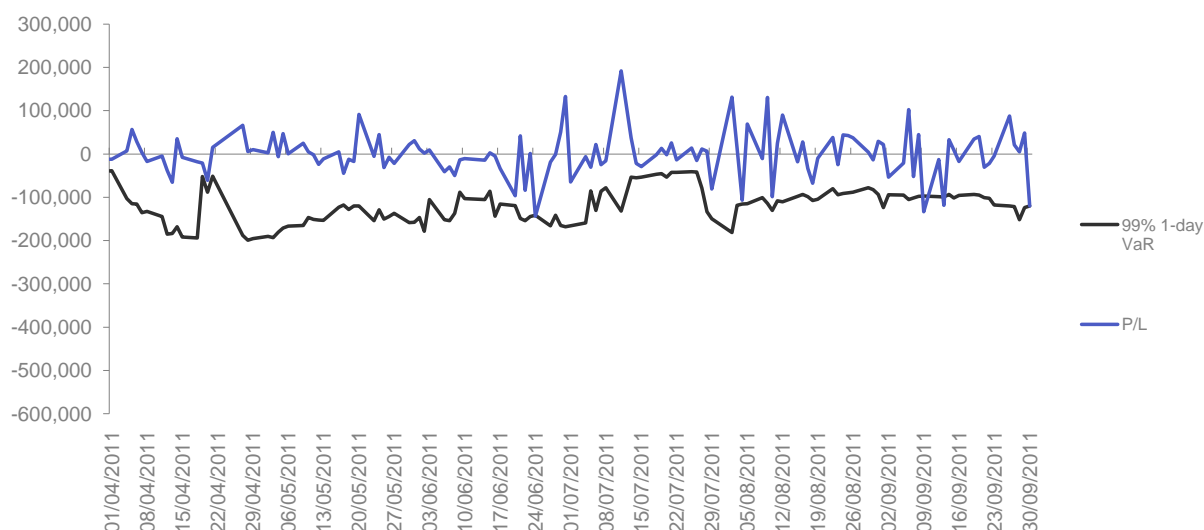
99% 1 - day VaR backtesting (GBP)



Australia

Trading activity was relatively muted during the first half of the year, with average VaR utilisation lower than the already moderate levels experienced in the financial year 2011. There have been three exceptions i.e. where the loss is greater than the VaR. This is more than the expected number of the exceptions at the 99% level and is a result of unusually high levels of market volatility.

99% 1 - day VaR backtesting (A\$)





Investec plc (excluding Investec Limited)

Unaudited

Risk management

ETL

	UK and Europe 95% (one-day) £'000	Australia 95% (one-day) A\$'000
30 September 2011		
Commodities	2	-
Equity derivatives	1 235	-
Foreign exchange	56	31.3
Interest rates	469	116.5
Consolidated*	1 374	107.9
31 March 2011		
Commodities	71	10
Equity derivatives	1 339	-
Foreign exchange	13	8
Interest rates	409	30
Consolidated*	1 636	40

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

Stress testing

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

	UK and Europe 99% EVT £'000	Australia 99% EVT A\$'000
30 September 2011		
Commodities	4	-
Equity derivatives	3 996	-
Foreign exchange	74	53
Interest rates	1 972	454
Consolidated	3 988	343
31 March 2011		
Commodities	266	-
Equity derivatives	3 782	-
Foreign exchange	33	15
Interest rates	2 087	121
Consolidated	3 915	273

Investec plc (excluding Investec Limited)

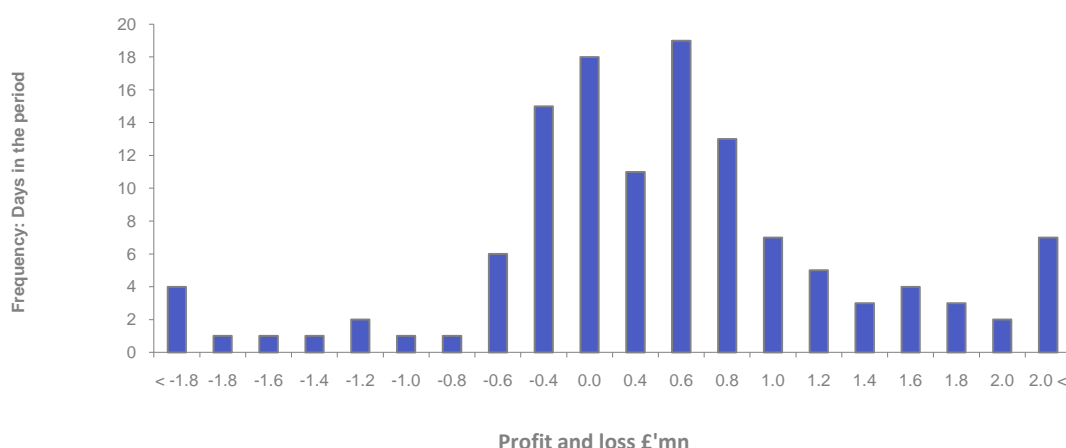
Unaudited

Risk management

Profit and loss histograms

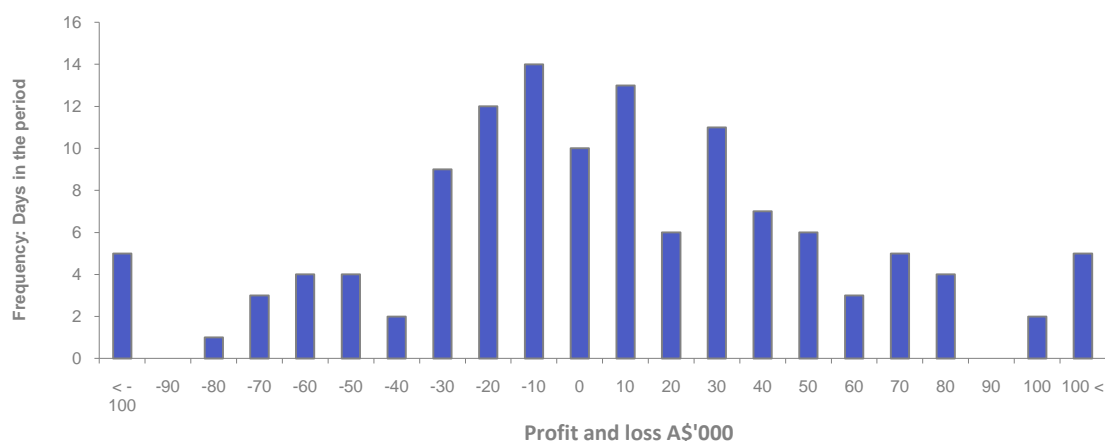
UK and Europe

The histogram below illustrates the distribution in daily revenue for our trading businesses. The distribution is skewed to the profit side and the graph shows that trading revenue was realised on 74 days out of a total of 125 days in the trading business. The average daily trading revenue generated for the six months ended 30 September 2011 was £216 602 (March 2011: £144 616).



Australia

The histogram below illustrates the distribution in daily revenue for our trading businesses. The graph shows that positive trading revenue was realised on 62 days out of a total of 126 days in the trading business. The average daily trading revenue generated for the six months ended 30 September 2011 was A\$3 247 (March 2011: loss A\$1 393).





Investec plc (excluding Investec Limited)

Unaudited

Risk management

Balance sheet risk management

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

Non-trading interest rate risk description

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

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

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Interest rate sensitivity gap

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

UK and Europe - interest rate sensitivity as at 30 September 2011

£'million	Not > 3 months	> 3 months but < 6 months	> 6 months but < 1 year	> 1 year but < 5 years	> 5 years	Non rate	Total non-trading
Cash and short-term funds - banks	1 144	2	-	-	-	146	1 292
Investment/trading assets	2 566	97	88	216	338	350	3 655
Securitised assets	2 989	-	-	-	-	1	2 990
Advances	7 471	326	177	447	65	17	8 503
Other assets	-	-	-	175	-	1 546	1 721
Assets	14 170	425	265	838	403	2 060	18 161
Deposits - banks	(1 490)	(18)	(46)	(38)	-	-	(1 592)
Deposits - non-banks	(7 504)	(165)	(1 282)	(136)	-	(19)	(9 106)
Negotiable paper	(464)	(381)	(207)	(86)	-	-	(1 138)
Investment/trading liabilities	(2 531)	-	-	-	-	-	(2 531)
Securitised liabilities	(523)	-	-	(161)	-	(148)	(832)
Subordinated liabilities	(68)	-	-	-	(623)	(35)	(726)
Other liabilities	-	-	-	-	-	(1 015)	(1 015)
Liabilities	(12 580)	(564)	(1 535)	(421)	(623)	(1 217)	(16 940)
Intercompany loans	(576)	(43)	35	634	389	(18)	421
Shareholders' funds	-	-	-	-	-	(1 702)	(1 702)
Balance sheet	1 014	(182)	(1 235)	1 051	169	(877)	(60)
Off-balance sheet	417	183	337	(705)	(232)	316	316
Repricing gap	1 431	1	(898)	346	(63)	(561)	256
Cumulative repricing gap	1 431	1 432	534	880	817	256	

Australia - interest rate sensitivity as at 30 September 2011

A\$'million	Not > 3 months	> 3 months but < 6 months	> 6 months but < 1 year	> 1 year but < 5 years	> 5 years	Non rate	Total non-trading
Cash and short-term funds - banks	424	-	-	-	-	-	424
Investment/trading assets	1 031	-	19	184	-	25	1,259
Securitised assets	203	56	122	395	8	-	784
Advances	2 113	35	81	235	10	12	2,486
Other assets	-	-	-	-	-	407	407
Assets	3 771	91	222	814	18	444	5,360
Deposits - banks	-	-	-	-	-	-	-
Deposits - non-banks	(1 525)	(460)	(137)	(137)	(10)	(48)	(2 317)
Negotiable paper	(596)	(101)	(31)	(650)	-	(28)	(1 406)
Securitised liabilities	(770)	-	-	-	-	-	(770)
Subordinated liabilities	(76)	-	-	-	-	-	(76)
Other liabilities	-	-	-	-	-	(134)	(134)
Liabilities	(2 967)	(561)	(168)	(787)	(10)	(210)	(4 703)
Intercompany loans	(27)	-	-	-	-	11	(16)
Shareholders' funds	-	-	-	-	-	(641)	(641)
Balance sheet	777	(470)	54	27	8	(396)	-
Off-balance sheet	58	(45)	(39)	43	(7)	(10)	-
Repricing gap	835	(515)	15	70	1	(406)	-
Cumulative repricing gap	835	320	335	405	406	-	

Economic value sensitivity

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

UK and Europe

' million	Sensitivity to the following interest rates (expressed in original currencies)			All (GBP)
	GBP	USD	EUR	
200bp Down	(10.5)	0.4	0.4	(9.7)
200bp Up	10.5	(0.4)	(0.4)	9.7

Australia

' million	AUD
200bp Down	(6.05)
200bp Up	6.05

Investec plc (excluding Investec Limited)

Unaudited

Risk management

Balance sheet risk management

Liquidity risk description

Liquidity risk is the risk that we have insufficient capacity to fund increases in assets, or are unable to meet our payment obligations as they fall due, without incurring unacceptable losses. This includes repaying depositors or maturing wholesale debt. This risk is inherent in all banking operations and can be impacted by a range of institution-specific and marketwide events.

Liquidity risk is further broken down into:

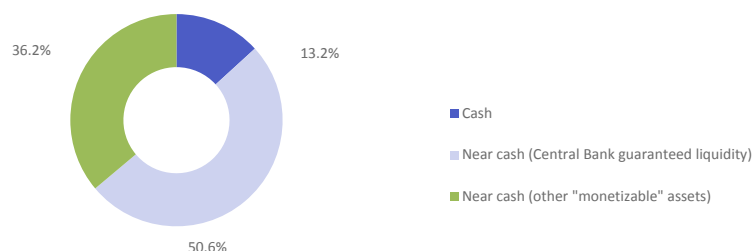
- Funding liquidity: which relates to the risk that the bank will be unable to meet current and/or future cash flow or collateral requirements without adversely affecting the normal course of business, its financial position or its reputation
- Market liquidity: which relates to the risk that the bank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

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

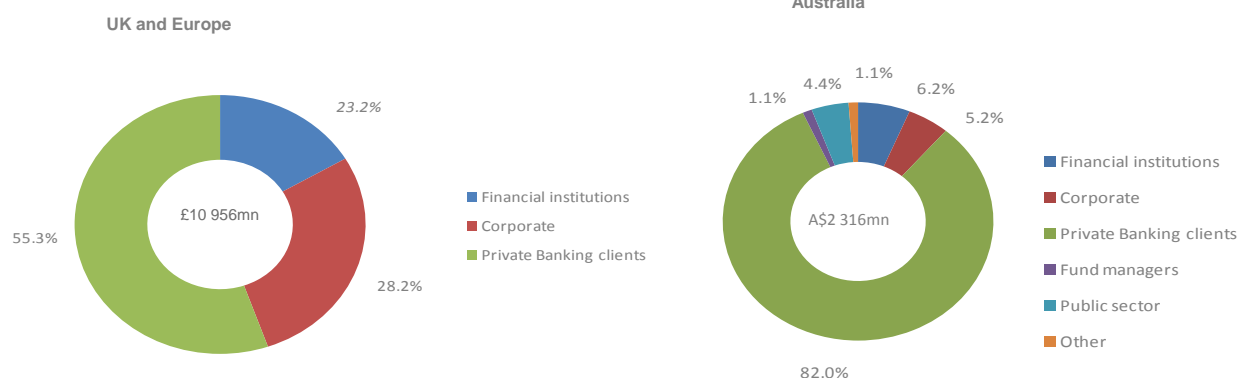
Investec plc cash and near cash trend



An analysis of cash and near cash as at 30 September 2011 (£4,327 million)



Bank and non-bank depositor concentration by type



Investec plc (excluding Investec Limited)

Unaudited



Risk management

Balance sheet risk management

Liquidity mismatch

The tables that follow show our liquidity mismatch.

With respect to the contractual liquidity mismatch:

- No assumptions are made, and we record all asset and liabilities with the underlying contractual maturity as determined by the cash flow profile for each deal
- As an integral part of the broader liquidity generation strategy, we maintain a liquidity buffer in the form of unencumbered, cash, government, or bank paper (typically eligible for repurchase with the central bank), and near cash as a buffer against both expected and unexpected cash flows
- The actual contractual profile of this asset class is of little consequence, as practically Investec would meet any expected net cash outflows by selling these securities, we have:
 - Set the time horizon to one month to monetise our cash and near cash portfolio of “available for sale” discretionary treasury assets, where there are deep secondary markets for this elective asset class
 - Set the time horizon to “on demand” to monetise our statutory liquid assets for which liquidity is guaranteed by the central bank
 - Reported the “contractual” profile by way of a note to the tables.

With respect to the behavioural liquidity mismatch:

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

Investec plc (excluding Investec Limited)
Unaudited

Risk management

UK and Europe

Contractual liquidity as at 30 September 2011

£'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 5 years	> 5 years	Total
Cash and short-term funds - banks	1 358	161	12	1	-	-	-	1 532
Investment/trading assets	628	1 573	361	177	190	782	1 146	4 857
Securitised assets	51	-	-	1	3	20	2 915	2 990
Advances	-	625	564	332	817	2 605	3 560	8 503
Other assets	283	467	67	49	85	140	630	1 721
Assets	2 320	2 826	1 004	560	1 095	3 547	8 251	19 603
Deposits - banks	(110)^	(118)	(24)	(75)	(180)	(375)	(968)	(1 850)
Deposits - non-banks	(493)	(1 402)	(3 106)	(2 545)	(403)	(1 123)	(34)	(9 106)
Negotiable paper	(95)	(29)	(20)	(12)	(209)	(483)	(290)	(1 138)
Securitised liabilities	(265)	-	-	-	-	-	(2 266)	(2 531)
Investment/trading liabilities	(104)	(773)	(252)	(12)	(13)	(407)	(390)	(1 951)
Subordinated liabilities	-	-	-	-	-	(35)	(691)	(726)
Other liabilities	(211)	(476)	(3)	(48)	(127)	(66)	(89)	(1 020)
Liabilities	(1 278)	(2 798)	(3 405)	(2 692)	(932)	(2 489)	(4 728)	(18 322)
Intercompany loans	(23)	(7)	-	-	35	38	378	421
Shareholders' funds	-	-	-	-	-	-	(1 702)	(1 702)
Contractual liquidity gap	1 019	21	(2 401)	(2 132)	198	1 096	2 199	-
Cumulative liquidity gap	1 019	1 040	(1 361)	(3 493)	(3 295)	(2 199)	-	-

Behavioural liquidity

£'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 3 years	> 5 years	Total
Behavioural liquidity gap	2 056	1 306	29	(41)	486	(5 000)	1 164	-
Cumulative	2 056	3 362	3 391	3 350	3 836	(1 164)	-	-

^The deposits shown in the demand column at 30 September 2011 reflect cash margin deposits held.

Australia

Contractual liquidity as at 30 September 2011

A\$'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 5 years	> 5 years	Total
Cash and short-term funds - banks	424	-	-	-	-	-	-	424
Investment/trading assets*	1 025	4	46	36	60	182	97	1 450
Securitised assets	1	26	57	73	164	453	8	782
Advances**	14	147	140	272	401	1 411	101	2 486
Other assets	-	-	-	-	-	-	217	217
Assets	1 464	177	243	381	625	2 046	423	5 359
Deposits - banks	-	-	-	-	-	-	-	-
Deposits - non banks	(556)^	(217)	(765)	(454)	(138)	(176)	(10)	(2 316)
Negotiable paper	-	(34)	(92)	(111)	(202)	(968)	-	(1 407)
Securitised liabilities	(1)	(25)	(49)	(695)	-	-	-	(770)
Investment/trading liabilities	-	-	(14)	(10)	(16)	(49)	(26)	(115)
Subordinated liabilities	-	-	-	-	-	(76)	-	(76)
Other liabilities	-	-	-	-	-	-	(18)	(18)
Liabilities	(557)	(276)	(920)	(1 270)	(356)	(1 269)	(54)	(4 702)
Intercompany loans	7	5	-	-	-	(27)	-	(15)
Shareholders' funds	-	-	-	-	-	-	(642)	(642)
Contractual liquidity gap	914	(94)	(677)	(889)	269	750	(273)	-
Cumulative liquidity gap	914	820	143	(746)	(477)	273	-	-

Note: contractual liquidity adjustments

A\$'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 5 years	> 5 years	Total
*Investment/trading assets	-	138	163	36	60	924	128	1 449
**Advances	498	143	131	250	357	1 005	101	2 485

Behavioural liquidity

A\$'million	Demand	Up to 1 month	1 - 3 months	3 - 6 months	6 months to 1 year	1 to 5 years	> 5 years	Total
Behavioural Liquidity Gap	1 390	(173)	(869)	(1 001)	178	748	(273)	-
Cumulative	1 390	1 217	348	(653)	(475)	273	-	-

^^ Includes call deposits of A\$529 million and the balance reflects term deposits which have finally reached/are reaching contractual maturity.

Investec plc (excluding Investec Limited)

Unaudited

Capital adequacy and capital structure

£'million	30 Sept 2011	31 March 2011	30 Sept 2010 *
Regulatory capital			
Tier 1			
Called up share capital	-	-	-
Share premium	1,104	1,059	1,059
Retained income	509	491	490
Treasury shares	(29)	(11)	(7)
Other reserves	266	278	289
Minority interests in subsidiaries	166	170	163
Goodwill and intangibles	(540)	(542)	(550)
Total tier 1	1,476	1,445	1,444
Less: deductions	(18)	(24)	(32)
	1,458	1,421	1,412
Tier 2			
Aggregate amount	753	702	623
Less: deductions	(18)	(24)	(32)
	735	678	591
Other deductions from tier 1 and tier 2	(32)	(31)	(59)
Total capital	2,161	2,068	1,944
Risk-weighted assets (banking and trading)	12,610	12,292	11,665
Credit risk - prescribed standardised exposure classes	9,778	9,623	9,285
Corporates	2,640	2,807	2,352
Secured on real estate property	3,464	3,354	3,691
Counterparty risk on trading positions	301	219	286
Short term claims on institutions and corporates	288	256	409
Retail	710	668	580
Institutions	260	253	187
Other exposure classes	2,115	2,066	1,780
Securitised exposures	303	284	351
Equity risk - standardised approach	286	266	234
Listed equities	23	31	34
Unlisted equities	263	235	200
Market risk - portfolios subject to internal models approach	620	649	325
Interest rate	216	174	149
Foreign Exchange	243	256	11
Equities	161	219	165
Operational risk - standardised approach	1,623	1,470	1,470
Capital requirements	1,009	983	933
Credit risk - prescribed standardised exposure classes	783	769	742
Corporates	211	225	188
Secured on real estate property	277	268	295
Counterparty risk on trading positions	24	18	23
Short term claims on institutions and corporates	23	20	33
Retail	57	53	46
Institutions	21	20	15
Other exposure classes	170	165	142
Securitised exposures	24	23	28
Equity risk - standardised approach	23	21	19
Listed equities	2	2	3
Unlisted equities	21	19	16
Market risk - portfolios subject to internal models approach	49	52	26
Interest rate	17	14	12
Foreign Exchange	19	20	1
Equities	13	18	13
Operational risk - standardised approach	130	118	118
Capital adequacy ratio	17.1%	16.8%	16.7%
Tier 1 ratio	11.6%	11.6%	12.1%
Capital adequacy ratio - pre operational risk	19.7%	19.1%	19.1%
Tier 1 ratio - pre operational risk	13.3%	13.1%	13.8%

* restated to be consistent with the basis of presentation at March 2011. £180,433,000 of the premium arising on the issue of shares to acquire 53% of Rensburg Sheppards plc has been reclassified from share premium to capital reserve to reflect the utilisation of merger relief.

Investec plc (excluding Investec Limited)

Unaudited

Credit quality steps

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

		30 September 2011		31 March 2011	
	Risk weight	Exposure	Exposure after Credit Risk Mitigation	Exposure	Exposure after Credit Risk Mitigation
Credit quality step		£'mn	£'mn	£'mn	£'mn
Central banks and sovereigns					
1	0%	2 242	2 242	2 539	2 486
2	20%	-	-	-	-
3	50%	-	-	-	-
4	100%	-	-	-	-
5	100%	-	-	-	-
6	150%	-	-	-	-
Institutions original effective maturity of more than three months					
	200%	385	385	804	804
2	50%	279	279	168	168
3	50%	3	3	5	4
4	100%	-	-	-	-
5	100%	-	-	-	-
6	150%	-	-	-	-
Short term claims on institutions					
1	20%	617	437	546	467
2	20%	124	124	157	151
3	20%	62	62	392	276
4	50%	10	10	-	-
5	50%	-	-	-	-
6	150%	-	-	-	-
Counterparty credit risk- effective original maturity of more than three months*					
1	20%	335	262	392	368
2	50%	56	34	77	51
3	50%	418	42	-	-
4	100%	-	-	1	1
5	100%	-	-	-	-
6	150%	-	-	-	-
Counterparty credit risk- effective original maturity of less than three months*					
1	20%	1,865	477	1,072	69
2	20%	219	46	189	49
3	20%	-	-	159	12
4	50%	207	9	-	-
5	50%	-	-	-	-
6	150%	-	-	-	-
Corporates					
1	20%	26	26	128	128
2	50%	5	5	7	7
3	100%	5	5	171	171
4	100%	19	16	17	17
5	150%	28	14	14	14
6	150%	-	-	-	-
Securitisation positions					
1	20%	138	138	196	196
2	50%	62	62	73	78
3	100%	46	46	41	41
4	350%	14	14	13	15
5	1250%	37	37	47	47
Total rated counterparty exposure		7 202	4 775	7 207	5 620