Investec Bank (Australia) Limited

ANNUAL REPORT 2012

Investec integrated annual review
and financial statements

2012

Out of the Ordinary®

Investec

Specialist Bank and
Asset Manager

Corporate information

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Investec Group Perspective

Overview of the Investec Group

Who we are

The Investec Group (the Group or Investec Group) (comprising Investec plc and Investec Limited and their subsidiaries) is an international, specialist bank and asset manager that provides a diverse range of financial products and services to a select client base. Investec Bank (Australia) Limited and its subsidiaries (Investec Australia) are subsidiaries of Investec plc.

Founded as a leasing company in Johannesburg in 1974, the Group acquired a banking licence in 1980 and was listed on the JSE Limited South Africa in 1986.

In July 2002, the Group implemented a Dual Listed Companies (DLC) structure with linked companies listed in London and Johannesburg. A year later, the Group concluded a significant empowerment transaction in which empowerment partners collectively acquired a 25.1% stake in the issued share capital of Investec Limited.

Since inception, the Group has expanded through a combination of substantial organic growth and a series of strategic acquisitions. Today, the Group has an efficient integrated international business platform, offering all core activities in the UK and South Africa and select activities in Australia.

What we do

The Investec Group comprises three core business areas namely, Asset Management, Wealth & Investment and Specialist Banking. Our head office provides certain group-wide integrating functions and is also responsible for our central funding and the Trade Finance business.

Our strategic goals and objectives are based on the aspiration to be recognised as a distinctive specialist bank and asset manager. This distinction is embodied in our entrepreneurial culture, which is balanced by a strong risk management discipline, client-centric approach and ability to be nimble, flexible and innovative. We do not seek to be all things to all people and aim to build well defined, value-added businesses focused on serving the needs of select market niches where we can compete effectively.

Mission statement

We strive to be a distinctive specialist bank and asset manager, driven by a commitment to our core philosophies and values.

Values

Distinctive Performance
- Outstanding talent – empowerment, enabled and inspired
- Meritocracy
- Passion, energy, stamina, tenacity
- Entrepreneurial spirit

Dedicated Partnership
- Respect for others
- Embrace diversity
- Open and honest dialogue
- Unselfish contribution to colleagues, clients and society

Client Focus
- Distinctive offering
- Leverage resources
- Break china for the client

Cast-iron Integrity
- Moral strength
- Risk consciousness
- Highest ethical standards

Philosophies

- Single organisation
- Meritocracy
- Focused businesses
- Differentiated, yet integrated
- Material employee ownership
- Creating an environment that stimulates extraordinary performance

Sustainability

Our approach to sustainability is an integral part of who we are, our culture and values, and how we go about doing things. Designed to evolve over time, driven by circumstance and consideration, our journey remains ongoing.

As a distinctive specialist banking and asset manager group, driven by commitment to our philosophies and values, our purpose is to create sustained long-term wealth, and to finance and foster entrepreneurs. Our approach reflects our culture of continuous advancement and reaffirms our belief that sustainability in its broadest sense is about managing and positioning the group for the long term.

Our principal Sustainability endeavours revolve around the following philosophy:

In pursuit of sustainable profits we seek to be a positive influence in all our business activities, in each of the societies in which we operate. We do this by empowering communities through entrepreneurship and education, leveraging the value in our diversity, and addressing climate change and our use of natural resources.

Our sustainability philosophy seeks to align the interests of shareholders and stakeholders over time, and provides the individual business units and regions with a basis from which to determine their own approach.

Deliberately not driven on a top-down basis, the centre maintains responsibility for oversight, direction, coordination and integration of our sustainability efforts while the individual business units provide the principal drivers behind our activities, in a manner that best makes sense to each.

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Overview of activities of Investec Australia

Overview of the activities of Investec Australia

Introduction

Investec Bank (Australia) Limited, (IBAL, Investec Australia or the Bank) is a wholly-owned subsidiary of the Investec Group, incorporated and domiciled in Australia. Its ultimate parent is Investec plc, the UK entity listed on the London Stock Exchange .

Established in Australia in 1997, Investec Australia has grown through a combination of organic growth and strategic acquisitions. In 2001 it acquired Wentworth Associates, one of Australia's leading corporate finance boutiques. This acquisition provided a platform to expand activities into the investment banking arena in Australia. The Group obtained a banking license in 2002 to become a fully registered Australian bank.

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The Bank complemented its organic growth with the acquisition of the Australian banking operations of N.M. Rothschild and Sons (Australia) Limited in July 2006. This created the opportunity to further its market presence in commodities and resource finance and treasury activities.

Investec Australia's acquisition of Experien Finance in 2007, (later named Investec Professional Finance) enabled the group to build relationships with specialists in the medical and accounting fields, further establishing the banking platform and increasing the brand footprint to a wider target audience.

The creation of the first of the Investec Property Opportunity Funds in 2007 enhanced the platform for property investments in Australia. The Investec Global Aircraft Fund successfully launched in early 2008, and in early 2009 commenced a second capital raising. In early 2012 the fund's portfolio of aircraft had grown to a value of over $1 billion.

Growth in servicing the corporate and institutional market followed in early 2010 with the recruiting of a specialist resources research and brokerage team to form Investec Securities, which acquired an ASX trading license to provide institutional equities research, sales and trading and equity capital markets solutions focusing on resources. In 2011 Investec expanded its capability in structured transactions across the energy, aircraft and resources industries, hiring a new team of infrastructure experts. The Bank's long-term strategy remains focused on developing a foothold in select niche industries and building the Investec brand in Australia as a specialist bank to both private clients and the corporate and institutional market.

Investec Australia employed approximately 400 staff in Australia as at March 2012, and has offices in Sydney, Melbourne, Brisbane, Perth and Adelaide.

Investec Australia is subject to regulation by the Australian Prudential Regulatory Authority.

Private Banking

Our approach to private and professional banking ensures clients can embrace both the opportunities and challenges they face, and enjoy the best possible returns from their relationships with us.

Private Client Investment Banking

We build strong and trusted relationships with clients and work closely with them to preserve and build their wealth. We offer clients personalised and customised loan facilities and investment solutions to allow them to grow their businesses and personal wealth, as well as leverage special investment opportunities and develop all-important succession planning strategies.

Private Client Corporate Advisory

Our team assists clients with a full range of corporate transactions including mergers and acquisitions, divestments and capital raisings, business valuations, capital restructuring, capital and debt raisings, acquisition finance, listed company defence, and general corporate advice and strategy.

Private Client Treasury

The Private Client Treasury offers multi-currency money market and fixed interest products at competitive rates and flexible term structures to high net worth individuals, independent financial advisors, and the retail markets.

Professional Finance

The Professional Finance team creates innovative products specifically designed to meet the personal and professional finance needs of medical, dental and accounting professionals. This enables these clients to maximise their personal wealth through cash management and investment opportunities. Professional Finance delivers tools of trade and personal finance, treasury and cash management facilities to medical and accounting professionals.

Capital Markets

The Capital Markets division is made up of a number of specialist businesses;

Commodities and Resource Finance

Commodities and Resource Finance provides financial advice and solutions across the debt to equity spectrum to clients in the natural resources sector in emerging and developed markets, including precious and base metals, minerals, and oil and gas. The team provides debt financing for junior and mid-tier resources companies that develop, expand or acquire projects around the world. In the precious and base metal markets, hedging and structured derivative solutions can be arranged for commodities, and the team can advise and implement appropriate hedging strategies for integrated resource finance transactions. The team also invests equity in mining projects at late-exploration or pre-feasibility study stage.

Aviation Finance

The Aviation Finance team have participated in or arranged over $1 billion of aircraft sale and leaseback financings since 2008. The team is also responsible for managing the Investec Global Aircraft Fund, an Australian based fund with circa $1 billion of with aircraft in Europe, India, China, Asia Pacific and South America, including all three of Australia's mainline carriers being Qantas, JetStar and Virgin Australia.

Corporate and Acquisition Finance

Corporate and Acquisition Finance targets event-driven borrowing, such as that for acquisitions, expansions, property, plant and equipment, project developments and refinancings, by mid-tier and larger corporate borrowers and funds within Australia. The primary focus of this business is senior secured debt, although due consideration is also given to second lien and subordinated or mezzanine debt in select transactions.

Project and Infrastructure Finance

The Project and Infrastructure Finance team provides specialised financial solutions to projects and sponsors in the infrastructure and energy sectors for complex or unusual projects, and can provide niche capital solutions for standard projects. The team can arrange, underwrite and provide senior and subordinated project and bridging finance, as well as offer debt advisory services. The sectors in which the team operates include renewable and conventional power generation, electricity transmission and distribution, biofuels, transport, pipelines, water, waste and public-private partnerships. The Australian team also works closely with other Investec global specialist teams based in London, Toronto and Johannesburg.

Project Infrastructure and Investment

The team applies an investment banking paradigm to the investment of equity in infrastructure projects. The team originates and executes investments for Investec and for the bank's private and institutional clients. The team's primary focus is on environmentally-sustainable infrastructure, notably clean and renewable energy, waste management and water supply.

Social Infrastructure Investment

Social Infrastructure Investment originates, finances and develops facilities with long term sovereign or semi-sovereign rent streams, for all levels of government, their agencies and universities. It also employs the same disciplines to originate high quality institutional property.

Financial Markets

Financial Markets is responsible for trading, derivatives sales, and structuring across fixed income, currencies and commodities. The team is also responsible for managing the foreign exchange and interest rate risk of the balance sheet as well as funding the bank.

Financial Products

Financial Products applies their expertise in capital markets and structured debt to identify investment opportunities across global and domestic capital markets. The team actively participates in both the primary and secondary market for residential and commercial mortgage backed securities, and has exposure to a number of non-Australian issuers.

Overview of the activities of Investec Australia (continued)

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Investment Banking

In Australia, the Investment Banking business comprises three distinct activities: corporate finance, investec securities and private equity .

Corporate Finance

Corporate Finance provides independent, objective advice on mergers, acquisitions and divestments, fund raising and capital structuring. The team has a successful track record in supporting growing and established companies across all sectors of the economy.

Typical clients include companies listed on the Australian Stock Exchange, large private companies and family businesses, private equity funds and Investec clients globally.

Corporate Finance bankers are valued for their relationship-based approach, innovative transaction structuring capabilities, proven deal origination and execution skills - as well as their clear and practical advice.

Investec Securities

Investec Securities is a wholesale institutional stockbroker specialising in ASX listed natural resources with high quality research, execution and capital raising expertise with global institutional distribution reach.

Private Equity

Investec Wentworth Private Equity (IWPE) manages funds for investment in established businesses where significant and sustainable growth in revenue, profit and shareholder value can be achieved. The investors in the various funds are high net worth clients of Investec Australia.

IWPE invests in private companies, as well as in listed companies where the team can obtain Board representation and have input on strategic direction.

IWPE have established a strong track record of identifying, investing in, growing and realising private equity investments. Once an investment is made, the private equity team provides financial advice, management skills, entrepreneurial and strategic input by working as partners alongside existing stakeholders or an incoming management team.

Property Activities

The Property Investments group manages property fund investments in a diverse mix of properties with opportunistic characteristics. It also holds principal debt and equity interests in property related opportunities.

By leveraging their funds management, structuring and property experience, the Property Investments team originates funds management opportunities, raises equity capital, and sources and manages appropriate direct property investments. The team often partners with developers and other property managers that are sector specialists and have a proven track record.

The funds managed by the group provide high net worth and wholesale investors with the opportunity to gain exposure to a broad range of property assets. The Property Investments group currently manages the Investec Property Opportunity Funds and the Toga Accommodation Fund.

Group Services and Other Activities

Central Services

Central Services comprises of functional areas that provide services centrally across all business operations. Consistent with our philosophy of operating as a single organisation, Central Services provides integrating mechanisms between the business operations. While these services do not form part of the operating divisions, we have a policy in place whereby a portion of these costs are allocated to the business units.

Our principal Central Services functions which relate to the operations and control of our business are Risk Management, Information Technology, Finance, Marketing and Communications, Human Resources, Organisation Development, Internal Audit and Compliance, Legal, Company Secretarial, Tax, Regulatory and Facilities Management.

Central Funding

The Bank's business model involves maintaining a central pool of capital with the aim of obtaining economies of scale for corporate investments, funding and overall management. We use various sources of funding, depending on the specific financial and strategic requirements at the time. The funds raised are applied towards acquisitions, funding central services and debt obligations, and purchasing corporate assets and investments which are not allocated to our principal operating divisions.

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Financial overview

Commentary on the results of Investec Australia for the year ended 31 March 2012

Introduction

Investec Bank (Australia) Limited (Investec Australia) substantially strengthened its balance sheet during the year ended 31 March 2012 and has continued to build innovative platforms for future business growth. This strategy has been successful, primarily due to the sale of the majority of an historic default property loan book, the development of existing business areas and the introduction of new growth initiatives.

As a result, Investec Australia's balance sheet reflects:

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- Our core liquidity ratio is 35.7%
- Our capital adequacy ratio is 16.7% (tier 1 of 13.5%)
- Our default loans have reduced by 81% from $372.1 million at 31 March 2011 to $69.9 million at 31 March 2012
- Our deposits and wholesale funds have increased by 7% to $3.6 billion. This includes $2.0 billion from Private Clients

We have a strong balance sheet and are positioned to grow our core businesses and benefit from opportunities that may arise.

These targeted business initiatives and innovative strategies include:

- Selectively growing our loan portfolio with high quality clients in identified sectors
- Reshaping our high net worth platform towards a focused offering of integrated solutions, lending for business, property or other investment purposes, corporate advisory, treasury and specialist investment products
- Expanding our Professional Finance business by further investment and developing additional products and services;
- Diversifying our deposit base
- Building a balanced business model between lending and non-lending income
- Growing our Financial Markets business to include foreign exchange, interest rate and other treasury products
- Increasing the scale and diversity of our Asset Finance business to build a loan book of size and quality featuring good returns
- Expanding and integrating our Corporate Finance, Securities and Capital Markets offerings in the resources sector
- Further leveraging our expertise and acknowledged track record in renewable energy and social infrastructure advisory and development
- Growing and refining our fund and related activities in property and aviation

Financial performance

Investec Australia previously indicated its objective to divest and exit non-core businesses that are unlikely to provide growth opportunities.

This resulted in closing our property development finance business, including the sale of the majority of our default loan book referred to above.

Results have been allocatde between ongoing core businesses and the property development finance business whose loan assets were sold during March 2012.

For the year ended 31 March 2012, Investec Australia reported a pre impairments profit of $45.9 million (2011 : $70.3 million) from its ongoing core activities. After impairments the profit from core activities was $25.1 million (2011 : $51.0 million).

The net result is summarised below:

Profit / (loss) after income tax $'m	Year Ended 31 March 2012	Year Ended 31 March 2011
Core businesses	25.1	51.0
Non core property development finance business	(126.8)	(48.9)
Profit / (loss) before income tax	(101.7)	2.1
Income tax (expense) / benefit	30.1	(0.8)
Profit / (loss) after income tax	(71.6)	1.3

*The total profit / (loss) before income tax can be seen in the Statement of Comprehensive Income on page 59. The split of the core business and non core property development finance business has not been audited.

While the sale of the majority of the non core default loan portfolio resulted in a substantial loss, the considerable benefit arising is the significant decrease in default loans and a very much strengthened balance sheet.

At 31 March 2012, Investec Australia's loan book was $3.0 billion. In line with our previously-stated strategy of diversifying our loan book, Investec Australia focused on diversifying our loan portfolio across all sectors in which we operate. We are pleased to report that our Professional Finance business now comprises in excess of 50% of the loan book.

Total deposits and wholesale funding (excluding securitised liabilities and subordinated liabilities) at 31 March 2012 was $3.6 billion, including $2.0 billion of Private Client deposits, up 7% since March 2011. Wholesale funding has actively been managed to maintain high liquidity levels.

Strategy and outlook

Investec Australia's direction continues to be a specialist investment bank to both private clients and corporate and institutional markets. Our aim is to create wealth for our clients. We lend, we provide investment opportunities and we find solutions.

Our outlook is positive and optimistic as we continue to implement our agreed initiatives. Sound risk disciplines combines with a strong balance sheet and ongoing investment in quality people and systems allow us to look forward to the 2013 year and beyond with enthusiasm and confidence, and we are well- positioned to capitalise on the opportunities the changing market landscape is likely to present.

Presentation of information

The information contained in this report is presented in Australian dollars and all values have been rounded to the nearest million unless otherwise stated.

Commentary on the results of Investec Australia for the year ended 31 March 2012 (continued)

Financial highlights

	31 March 2012	31 March 2011
Total operating income ($'m)	156.9	201.6
Operating profit / (loss) before impairments ($'m)	4.9	61.1
Operating profit / (loss) before income tax ($'m)	(101.7)	2.1
Operating profit / (loss) after income tax ($'m)	(71.6)	1.3
Total shareholders' equity ($'m)	598.1	683.9
Total assets ($'m)	5,242.7	5,375.0
Capital adequacy ratio	16.6%	17.6%
Tier 1 ratio	13.5%	14.7%
Liquidity ratio	35.7%	32.4%
Cost to income ratio	92.2%	68.2%

Segmental information*

For the year ended 31 March 2012 $'m	Private client activities							
	Ongoing core business	Non core property development finance business	Total	Capital markets	Investment banking	Property activities	Group services and other activities	Total group
Profit/(loss) before income tax	14.1	(126.8)	(112.7)	19.1	(5.5)	4.7	(7.3)	(101.7)

For the year ended 31 March 2011 $'m	Private client activities							
	Ongoing core business	Non core property development finance business	Total	Capital markets	Investment banking	Property activities	Group services and other activities	Total group
Profit/(loss) before income tax	31.8	(48.9)	(17.1)	16.1	(10.1)	11.6	1.6	2.1

* The total group profit / (loss) before income tax can be seen in the Statement of Comprehensive Income on page 59. The segmental split of profit / (loss) before income tax has not been audited

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Risk and governance

Risk management

Philosophy and approach

Investec Australia recognises that an effective risk management function is fundamental to its business. Taking 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 our day-to-day activities.

Risk management (part of central services) independently monitors, manages and reports on our risk to ensure it is within the stated appetite as mandated by the Board of Directors through the Investec Board Australian 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 growth across our business.

Risk management operates as a series of specialist teams, in line with our management approach, to promote sound risk management practices and to ensure that the appropriate processes are used to address all risks across Investec Australia. Risk management continually seeks new ways to enhance its techniques.

In our ordinary course of business, we are exposed to various risks, including credit, market, interest rate and liquidity, operational, legal and reputational risks.

This section provides an overview of these types of risks.

Risk Management's objectives

Risk Management's objectives are to:

- Be the custodian of our risk management culture
- Ensure the business operates within the board stated appetite
- Set, approve and monitor adherence to risk parameters and limits across Investec Australia 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 Board 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

An overview of key risks, policies and procedures

In our ordinary course of business we face a number of risks that could affect our business operations including (but not limited to) the list below. The sections that follow provide information on a number of these risk areas.

Key risks

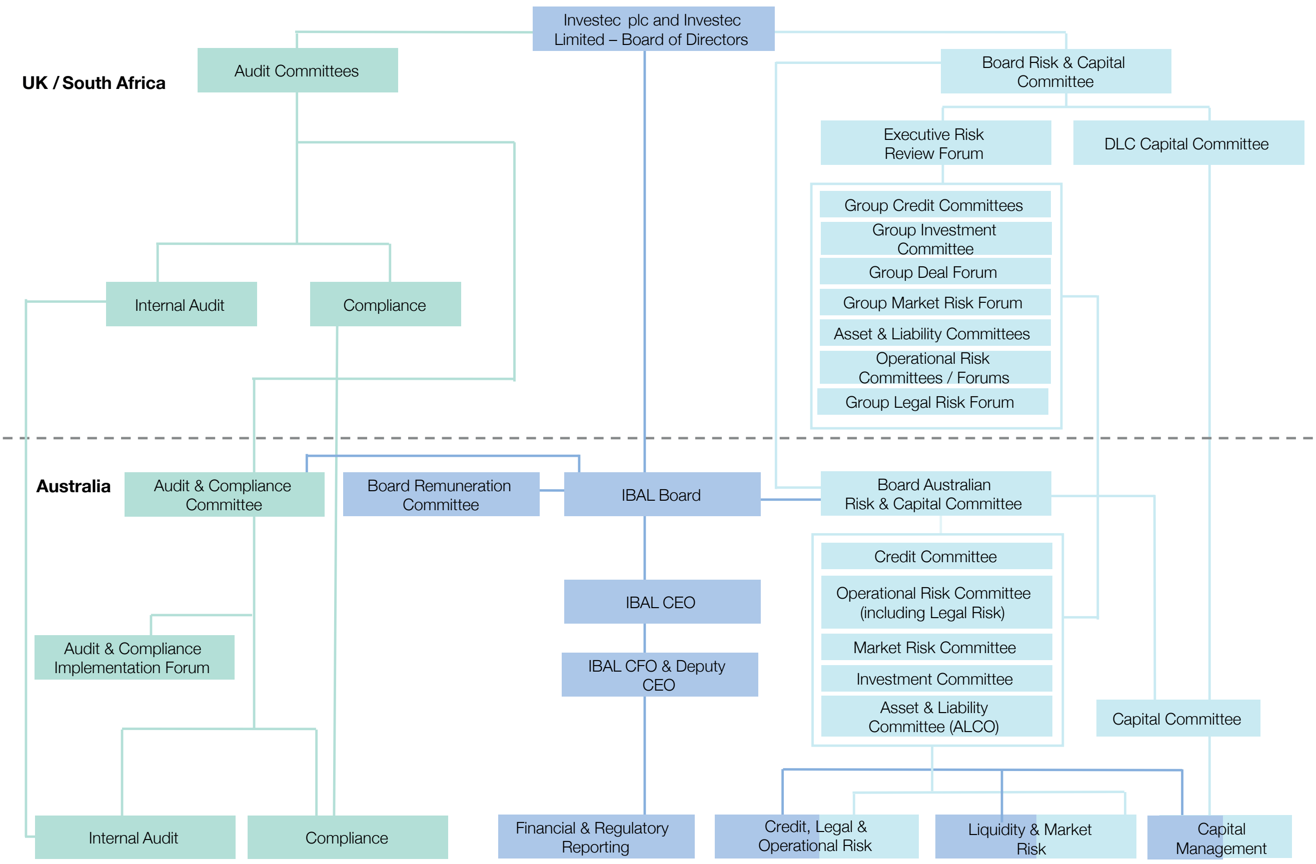
- Credit and counterparty risk exposes us to losses caused by financial or other problems experienced by our clients
- Liquidity risk may impair our ability to fund our operations
- Our net interest earnings and net asset value may be adversely affected by interest rate risk
- Market, business and general economic conditions and fluctuations could adversely affect our businesses in a number of ways
    - We may be unable to recruit, retain and motivate key personnel
    - Employee misconduct could cause harm that is difficult to detect
    - Operational risk may disrupt our business or result in regulatory action
    - We may be vulnerable to the failure of our systems and breaches of our security systems
    - We may have insufficient capital in the future and may be unable to secure additional financing when it is required
- The financial services industry in which we operate is intensely competitive
- Legal and regulatory risks are substantial in our businesses
- Reputational and strategic risk.

Risk and compliance structure

A number of committees and forums identify and manage risk at a business unit level. These committees and forums operate together with Group Risk Management and are mandated by the Boards of Investec plc and Investec Limited and they cover all entities within Investec Australia.

A diagram of the Investec Australia's governance and risk framework is provided below as at 31 March 2012.

IBAL risk and compliance framework



Credit and counterparty risk description

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 our 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
- 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.

Credit and counterparty risk governance structure

To manage, measure and mitigate credit and counterparty risk, we have credit committees, which operate under Board approved delegated limits, policies and procedures. The credit policies and framework have been approved by both Investec Bank (Australia) Limited Board and Investec Group Risk. There is a high level of executive involvement and non-executive review and oversight in the credit decision making forums. It is policy that all sanctioning credit committees have a majority of voting members who are independent of the originating business unit. All decisions to enter a transaction are based on unanimous consent.

In addition to the above, the following structures assist in managing, measuring and monitoring credit and counterparty risk:

- Day to day arrears management and regular arrears reporting ensures that individual positions and any potential trends are dealt with in a timely manner
- Watchlist Committee, which reviews the management of distressed loans, potential problem loans and exposures in arrears that require additional attention and supervision.

Credit and counterparty risk appetite

Credit and counterparty risk is assessed with reference to the aggregate exposure to a single counterparty or group of related parties to avoid or minimise over exposure and concentration risk.

Our assessment of our clients includes consideration of their character and integrity, core competencies, track record and financial strength. A strong emphasis is placed on income and cash flow streams generated by the clients, third party income or cash flow streams derived from lease or rental agreements in support of property related transactions. In this manner, we seek comfort in mitigating our risk by thoroughly assessing the ability of our borrowers to meet their payment obligations. Furthermore we have limited risk appetite for unsecured debt and ensure that good quality collateral is provided in support of obligations.

We typically originate loans with the intent of holding these assets to maturity, thereby developing a "hands on" and longstanding relationship with our clients. In certain instances we have elected to sell certain assets down and/or securitise them. Assets originated by Investec professional finance (Experien) have been securitised though various structures and these amount to $825 million (2011: $749 million). These securitisation structures have all been rated by Standard and Poor's.

In order to allow activity in all product areas and markets, pricing is motivated by the relevant business unit on a transaction by transaction basis, with consideration given to the manner of origination of the asset and the forward strategy for the asset capital usage and liquidity.

Pricing recommendations are discussed and agreed at the appropriate credit committee to ensure that reward is appropriate to the risk and that pricing is not compromised in the pursuit of volume or relationship. As a consequence of market behaviour, pricing for similar risk may differ from time to time.

Management and measurement of credit and counterparty risk

Fundamental principles employed in the management of credit and counterparty risk are:

- A clear definition of our target market
- A quantitative and qualitative assessment of the creditworthiness of our counterparties
- Appropriate independent due diligence
- Analysis of all related risks, including concentration risk (concentration risk considerations include asset class, industry, counterparty, and geographical concentration)
- Prudential limits
- Regular monitoring and review of existing and potential exposures once facilities have been approved
- A high level of executive involvement in decision-making with non-executive review and oversight

Consistent, regular reporting of credit and counterparty risk exposures is made to management, the executives and the Board. The Board regularly reviews and approves the appetite for credit and counterparty risk, which is documented in risk appetite statements and policy documents and implemented by our Credit division.

Despite strict adherence to the above principles increased default risk may arise from unforeseen circumstances particularly in times of extreme market volatility.

A large proportion of the portfolio is not rated by external rating agencies. As a result we mainly place reliance upon internal considerations of counterparties and borrowers, and use ratings prepared externally where available for support. Within the credit approval process all available internal and external ratings are included in the assessment of the client credit quality.

Asset quality analysis - credit risk classification and provisioning policy

It is a policy requirement overseen by Central Credit Management that each operating division makes provision for specific impairments and calculates the appropriate level of portfolio impairments. This is in accordance with established Investec Group guidelines and in conjunction with the Watchlist Committee policy and process. In the financial statements, credit losses and impairments are reported in accordance with International Financial Reporting Standards (IFRS).

The information provided below reflects the guidelines and definitions that have been applied in assessing the asset quality of credit exposures. The impairment definitions and guidelines are consistent with IFRS. IFRS differs from the requirements laid out in the "International Convergence of Capital Measurement and Capital standards" Basel II framework which has been adopted by the banking regulators. IFRS focuses on the concept of incurred loss, whereas Basel II centres on the concept of expected loss. The reconciling differences are primarily due to the fact that IFRS impairments only reflect a decrease in the value of credit risk assets where a "loss trigger event" has occurred, and only on a portion of the expected loss which has actually been incurred at the reporting date. A loss trigger event is an event which exhibits a high correlation to the crystallisation of loss.

The credit risk classification and provisioning policy is adopetd per the groups parent Investec Bank PLC, and has not been audited.

Asset quality analysis - credit risk classification and provisioning policy

Regulatory and economic capital	IFRS impairment treatment	Arrears, default and recoveries classification category	Description
Performing assets	For assets which form part of a homogenous portfolio a portfolio impairment is required which recognises asset impairments that have not been individually identified. The portfolio impairment takes into account past events and does not cover impairments to exposures arising out of uncertain future events. By definition, this impairment is only calculated for credit exposures which are managed on a portfolio basis and only for assets where a loss trigger event has occurred.	Past due	An account is considered to be past due when it is greater than zero and less than or equal to 60 days past due the contractual / credit agreed payment due date, although management is not concerned and there is confidence in the counterparty's ability to repay the past due obligations.
		Special mention	The counterparty is placed in special mention when that counterparty is considered to be experiencing difficulties that may threaten the counterparty's ability to fulfill their credit obligation to Investec Australia (i.e. Watchlist Committee is concerned). For the following reasons: • Covenant breaches; • There is a slowdown in the counterparty's business activity; • An adverse trend in operations that signals a potential weakness in the financial strength of the counterparty; or • Any re-structured credit exposures until appropriate Watchlist Committee decides otherwise. Ultimate loss is not expected, but may occur if adverse conditions persist. Supplementary reporting categories • Credit exposures overdue 1- 60 days • Credit exposures overdue 61 – 90 days.
Assets in default	Specific impairments are evaluated on a case-by-case basis where objective evidence of impairment has arisen. In determining specific impairments, the following factors are considered: • Capability of the client to generate sufficient cash flow to service debt obligations and the ongoing viability of the client's business • Likely dividend or amount recoverable on liquidation or bankruptcy • Nature and extent of claims by other creditors • Amount and timing of expected cash flows • Realisable value of security held (or other credit mitigants) • Ability of the client to make payments in the foreign currency, for foreign currency denominated accounts.	Sub-standard	The counterparty is placed in sub-standard when the credit exposure reflects an underlying, well defined weakness that may lead to probable loss if not corrected. • The risk that such credit exposure may become an impaired asset is probable; • The bank is relying, to a large extent, on available collateral; or • The primary sources of repayment are insufficient to service the remaining contractual principal and interest amounts, and the bank has to rely on secondary sources for repayment. These secondary sources may include collateral, the sale of a fixed asset, refinancing and further capital. Credit exposures overdue for more than 90 days will at a minimum be included in "Sub-standard" (or a lower quality category).
		Doubtful	• The counterparty is placed in doubtful when the credit exposure is considered to be impaired but not yet considered a final loss due to some pending factors such as a merger, new financing or capital injection which may strengthen the quality of the relevant exposure.
		Loss	• A counterparty is placed in the loss category when the credit exposure is considered to be uncollectible once all efforts, such as realisation of collateral and institution of legal proceedings, have been exhausted; or • Assets in this category are expected to be written off in the short-term since the likelihood of future economic benefits resulting from such assets is remote.

Credit risk mitigation

Collateral is assessed with reference to the sustainability of value and the likelihood of realisation. Acceptable collateral generally exhibits characteristics that allow for it to be held physically and appropriately valued.

A substantial portion of collateral taken with respect to on balance sheet loan assets, is commercial and residential real estate. Commercial real estate generally takes the form of good quality property underpinned by strong third party leases. Residential property is also generally of a high quality and based in desirable locations. In the year under review, the value of, and market for the realisation of commercial and residential real estate remained subdued. Residential and commercial property valuations will continue to form part of our increased focus on collateral assessment.

It is our policy to obtain a formal valuation, performed by an approved valuer, of every property offered as collateral for a lending facility before advancing funds under the credit facility and to revalue all commercial properties held as collateral on a regular basis, at the discretion of the credit committee. Other common forms of collateral in the retail asset class include motor vehicles, equipment, cash and share portfolios.

Property is split between residential and commercial classes with commercial consisting of investment and development sub classes. Development property is further analysed into Residential land, Residential buildings, Commercial Industrial, Commercial Retail and Commercial Office.

It is Investec Australia's policy to dispose of repossessed properties in an orderly fashion. The proceeds are used to reduce or repay the outstanding claim. In general, Investec Australia does not occupy repossessed properties for business use.

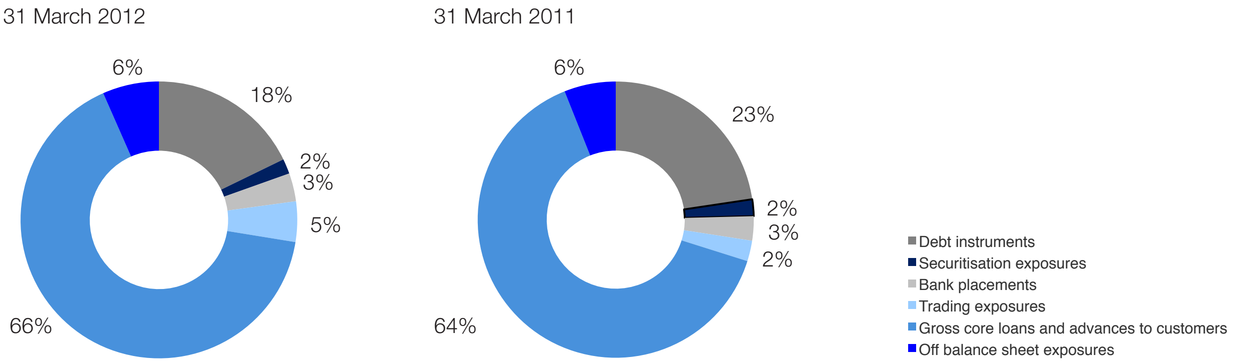
An analysis of collateral is provided on page 40.

Pages 23 to 26 describe where and how credit and counterparty risk exist in our operations. The tables that follow provide an analysis of our credit and counterparty exposures.

An analysis of gross credit and counterparty exposures**

Consolidated $'m	31 March 2012	31 March 2011	% Change	Average for the year*
On-balance sheet exposures	4,925.8	5,177.6	(4.9%)	5,051.7
Securitisation exposures arising from securitisation/ principal finance activities	80.7	102.9	(21.6%)	91.8
- Rated instruments	80.7	102.9	(21.6%)	91.8
Debt instruments - (NCDs, bonds held, debentures)	817.7	1,189.7	(31.3%)	1,003.7
Bank placements	151.1	149.6	1.0%	150.4
Sovereign, government placements	635.2	240.6	164.0%	437.9
Trading exposures (positive fair value excluding potential future exposures)	216.9	126.7	71.19%	171.8
Gross core loans and advances to customers	3,024.2	3,368.1	(10.2%)	3,196.2
Off-balance sheet exposures	303.2	317.6	(4.5%)	310.4
Guarantees entered into in the normal course of business	49.4	61.9	(20.2%)	55.7
Commitments to provide credit	253.8	255.7	(0.7%)	254.8
Total gross credit and counterparty exposures pre collateral or other credit enhancements	5,229.0	5,495.2	(4.8%)	5,362.1

*Where the average is based on a straight line average
** Please refer to note 41 for the audited numbers.



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

The table below indicates which class of assets (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.

Consolidated $'m	Securitisation exposures arising from securitisation /principal finance activities - rated instruments	Debt instruments - (NCDs, bonds held, debentures)	Bank placements	Sovereign, government placements	Trading exposures (positive fair value excluding potential future exposures)	Gross core loans and advances to customers	Total credit and counter -party exposure	Assets that we deem to have no legal credit exposure (i)	Total balance sheet
As at 31 March 2012									
Cash and liquid assets	-	-	105.6	277.7	-	-	383.3	-	383.3
Derivative financial instruments	-	-	-	-	206.3	-	206.3	-	206.3
Trading book securities	-	-	-	-	10.6	-	10.6	-	10.6
Financial investments									
- available-for-sale	80.7	807.2	45.5	357.6	-	-	1,291.0	18.6	1,309.6
Loans and advances to customers	-	-	-	-	-	3,024.2	3,024.2	(18.9)	3,005.3
Investments accounted for									
using the equity method	-	-	-	-	-	-	-	8.0	8.0
Other financial assets	-	-	-	-	-	-	-	65.6	65.6
Property, plant and equipment	-	-	-	-	-	-	-	14.8	14.8
Deferred tax assets	-	-	-	-	-	-	-	14.4	14.4
Other assets	-	-	-	-	-	-	-	111.4	111.4
Goodwill	-	-	-	-	-	-	-	90.0	90.0
Assets held for sale	-	-	-	-	-	-	-	1.7	1.7
Intangible assets	-	-	-	-	-	-	-	11.1	11.1
Total	80.7	807.2	151.1	635.3	216.9	3,024.2	4,926.0	316.7	5,242.7
As at 31 March 2011									
Cash and liquid assets	-	-	149.6	240.6	0.3	-	390.5	-	390.5
Derivative financial instruments	-	-	-	-	126.4	-	126.4	-	126.4
Financial investments									
- available-for-sale	102.9	1,189.7	-	-	-	-	1,292.6	24.0	1,316.6
Loans and advances to customers	-	-	-	-	-	3,368.1	3,368.1	*(53.3)	3,314.8
Investments accounted for									
using the equity method	-	-	-	-	-	-	-	2.5	2.5
Other financial assets	-	-	-	-	-	-	-	21.4	21.4
Property, plant and equipment	-	-	-	-	-	-	-	7.0	7.0
Deferred tax assets	-	-	-	-	-	-	-	16.9	16.9
Other assets	-	-	-	-	-	-	-	78.9	78.9
Goodwill	-	-	-	-	-	-	-	90.0	90.0
Assets held for sale	-	-	-	-	-	-	-	1.6	1.6
Intangible assets	-	-	-	-	-	-	-	8.4	8.4
Total	102.9	1,189.7	149.6	240.6	126.7	3,368.1	5,177.6	197.4	5,375.0

(i) Assets that are non-interest bearing are deemed to have no legal credit exposure for the purpose of above disclosure.

*Relates to impairments, further information is provided on page 32.

** Please refer to page 60 for the audited numbers in relation to total assets and total liabilities. The detailed split has not been audited.

A summary of gross credit and counterparty exposures by industry*

	Gross core loans and advances		Other credit and counterparty exposures		Total	
Consolidated $'m	31 March 2012	31 March 2011	31 March 2012	31 March 2011	31 March 2012	31 March 2011
Private Bank, professional and HNW individuals	2,483.9	2,907.1	146.0	218.4	2,630.0	3,125.5
Agriculture	5.0	1.2	-	-	5.0	1.2
Electricity, gas and water (utility services)	65.8	84.1	8.3	13.1	74.1	97.2
Public and non-business services	54.9	37.6	373.6	255.9	428.5	293.5
Finance and insurance	27.4	20.6	1,398.4	1,428.5	1,425.8	1,449.1
Retailers and wholesalers	33.7	35.4	7.4	11.5	41.1	46.8
Manufacturing and commerce	46.4	32.3	15.7	6.4	62.1	38.7
Real estate	92.1	83.7	85.1	108.4	177.2	192.1
Mining and resources	91.3	130.5	63.8	61.6	155.1	192.1
Leisure, entertainment and tourism	34.8	19.6	19.0	-	53.8	19.6
Transport and communication	8.9	16.0	19.6	23.3	28.5	39.4
Construction	70.2	-	67.9	-	138.1	-
Business Services	9.8	-	-	-	9.8	-
Total	3,024.2	3,368.1	2,204.8	2,127.1	5,229.0	5,495.2

* The total gross credit and couterparty exposure by industry agrees to note 41 of the Financial Statements.

Detailed analysis of gross credit and counterparty exposures by industry*

Consolidated $'m	Private Bank, professional and HNW individuals	Agriculture	Electricity, gas and water (utility services)	Public and non-business services	Retailers and wholesalers
As at 31 March 2012					
On-balance sheet exposures	2,484.8	5.0	67.3	412.5	34.8
Securitisation exposures arising from securitisation/ principal finance activities	-	-	-	-	-
- Rated instruments	-	-	-	-	-
Debt instruments - Non Sovereign (NCDs, bonds held)	-	-	-	-	-
Bank placements	-	-	-	-	-
Sovereign, government placements	-	-	-	357.6	-
Trading exposures (positive fair value excluding potential future exposures)	0.9	-	1.5	-	1.1
Gross core loans and advances to customers	2,483.9	5.0	65.8	54.9	33.7
Off-balance sheet exposures	145.0	-	6.8	16.0	6.4
Guarantees entered into in the normal course of business	14.5	-	6.8	-	2.5
Commitments to provide credit	130.5	-	-	16.0	3.9
Total gross credit and counterparty exposures pre collateral or other credit enhancements	2,629.8	5.0	74.1	428.5	41.2
As at 31 March 2011					
On-balance sheet exposures	2,907.1	1.2	85.6	278.2	35.8
Securitisation exposures arising from securitisation principal finance activities	-	-	-	-	-
- Rated instruments	-	-	-	-	-
Debt instruments - Non Sovereign (NCDs, bonds held)	-	-	-	-	-
Bank placements	-	-	-	-	-
Sovereign, government placements	-	-	-	240.6	-
Trading exposures (positive fair value excluding potential future exposures)	-	-	1.5	-	0.5
Gross core loans and advances to customers	2,907.1	1.2	84.1	37.6	35.3
Off-balance sheet exposures	218.4	-	11.6	15.3	11
Guarantees entered into in the normal course of business	25.4	-	2.3	-	5.0
Commitments to provide credit	193.0	-	9.3	15.3	6.0
Total gross credit and counterparty exposures pre collateral or other credit enhancements	3,125.5	1.2	97.2	293.5	46.8

* The total gross credit and counterparty exposure agrees to note 41 of the Financial Statements. The industry split has not been audited.

	Business services	Finance and insurance	Real estate	Construction	Manufacturing and commerce	Mining and resources	Leisure, entertainment and tourism	Transport and communication	Total
	9.8	1,423.7	172.8	101.9	46.8	96.7	53.8	15.9	4,926.0
	-	-	80.7	-	-	-	-	-	80.7
	-	-	-		-	-	-	-	-
	-	827.7	-	10.5	-	-	19.0	6.0	863.3
	-	383.3	-	-	-	-	-	-	383.3
	-	-	-	-	-	-	-	-	357.6
	-	185.3	-	21.2	0.4	5.4	-	1.1	216.9
	9.8	27.4	92.1	70.2	46.4	91.3	34.8	8.8	3,024.2
	-	2.1	4.4	36.2	40.8	58.3	-	12.5	303.0
	-	-	-	-	-	25.5	-	-	49.3
	-	2.1	4.4	36.2	15.3	32.8	-	12.5	253.7
	-	1,425.8	177.2	138.1	62.1	155.0	53.8	28.5	5,229.0
	-	1,449.1	186.6		32.5	142.5	19.6	39.4	5,177.6
	-	-	102.9		-	-	-	-	102.9
	-	-	102.9		-	-	-	-	102.9
	-	1,169.4	-		-	-	-	20.3	1,189.7
	-	149.6	-		-	-	-	-	149.6
	-	-	-		-	-	-	-	240.6
	-	109.4	-		0.1	12.1	-	3.0	126.7
	-	20.6	83.7		32.3	130.4	19.6	16.0	3,368.1
	-	-	5.5		6.2	49.6	-		317.6
	-	-	-		0.1	29.1	-	-	61.9
	-	-	5.5		6.1	20.5	-	-	255.7
	-	1,449.1	192.1		38.7	192.1	19.6	39.4	5,495.2

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

Consolidated $'m	31 March 2012	31 March 2011
Gross core loans and advances to customers	3,024.2	3,368.1
Specific impairments	(16.6)	(50.9)
Portfolio impairment	(2.3)	(2.3)
Net core loans and advances to customers	3,005.3	3,314.8

* The table above agrees to note 16 of the Financial Statements.

The tables that follow provide information with respect to the asset quality of our core loans and advances to customers.

Consolidated $'m	31 March 2012	31 March 2011
Gross core loans and advances to customers	3,024.2	3,368.1
Total provision for impairments	(18.9)	(53.3)
Specific impairments	(16.5)	(50.9)
Portfolio impairments	(2.4)	(2.4)
Net core loans and advances to customers	3,005.3	3,314.8
Average core loans and advances to customers**	3,185.3	3,228.1
Current loans and advances to customers	2,930.1	2,937.0
Total gross non-current loans and advances to customers	94.1	431.1
Past due loans and advances to customers (1-90 days)	22.0	37.5
Special mention loans and advances to customers	2.2	21.5
Default loans and advances to customers	69.9	372.1
Gross core loans and advances to customers	3,024.2	3,368.1
Total gross non-current core loans and advances to customers	94.1	431.1
Gross core loans and advances to customers that are past due but not impaired	40.3	217.6
Gross core loans and advances to customers that are impaired	53.8	213.5
Impairment losses on loans and advances to customers	104.1	49.3
Impairment losses on loans and advances to associates	2.5	9.5
Total Statement of Comprehensive Income charges for impairments	106.6	58.8
Gross core loans and advances to customers that are impaired	53.8	213.5
Specific impairments	(16.6)	(50.9)
Impaired loans net of specific impairments	37.2	162.6
Collateral and other credit enhancements	(37.2)	(162.6)
Net impaired loans and advances to customers (limited to zero)	-	-
Ratios:		
Provision for specific impairments as a % of gross core loans and advances to customers	0.5%	1.5%
Provision for specific impairments as a % of gross default loans and advances to customers	23.6%	13.7%
Gross default loans as a % of gross core loans and advances to customers	2.3%	11.0%
Impaired loans net of specific impairment as a % of gross core loans and advances to customers	1.2%	4.8%
Credit loss ratio (i.e. Statement of Comprehensive Income charge for impairments as a % of average loans and advances)	3.3%	1.8%

*Average is based on a straight line average

An age analysis of gross non-current core loans and advances to customers

Consolidated $'m	31 March 2012	31 March 2011
Capital exposure		
Default loans that are current	11.0	21.9
1 - 60 days	25.2	40.1
61 - 90 days	2.3	19.4
91 - 180 days	4.8	61.1
181 - 365 days	17.5	68.1
>365 days	33.3	220.5
Total gross non-current core loans and advances to customers	94.1	431.1
Amount in arrears		
1 - 60 days	4.4	1.3
61 - 90 days	0.1	15.8
91 - 180 days	0.3	52.0
181 - 365 days	6.5	60.2
>365 days	31.8	217.4
Total gross non-current core loans and advances to customers	43.1	346.7

A further age analysis of gross non-current core loans and advances to customers

Consolidated $'m	Current	1 - 60 days	61 - 90 days	91 - 180 days	181 - 365 days	>365 days	Total
31 March 2012							
Gross core loans and advances to customers that are past due but not impaired							
Total capital	-	23.5	0.7	2.2	6.5	7.4	40.3
Amounts in arrears	-	4.4	0.1	0.2	5.4	6.8	16.9
Gross core loans and advances to customers that are impaired							
Total capital	11.0	1.7	1.6	2.6	11.0	25.9	53.8
Amounts in arrears	-	-	-	0.1	1.1	25.0	26.2
31 March 2011							
Gross core loans and advances to customers that are past due but not impaired							
Total capital	-	40.1	18.9	20.7	59.9	78.0	217.6
Amounts in arrears	-	1.3	15.8	12.8	52.0	75.2	157.1
Gross core loans and advances to customers that are impaired							
Total capital	21.9	-	0.5	40.4	8.2	142.5	213.5
Amounts in arrears	-	-	-	39.2	8.2	142.2	189.6

An age analysis of gross non-current core loans and advances to customers as at 31 March 2012 (based on total capital exposure)

Consolidated $'m	Current	1 - 60 days	61 - 90 days	91 - 180 days	181 - 365 days	>365 days	Total
Past due (1-60 days)	-	22.0	-	-	-	-	22.0
Special mention	-	1.5	0.7	-	-	-	2.2
Special mention (1 - 90 days)	-	1.5	0.2	-	-	-	1.7
Special mention (61 - 90 days and item well secured)	-	-	0.5	-	-	-	0.5
Default	11.0	1.7	1.6	4.8	17.5	33.3	69.9
Sub-standard	-	-	-	2.2	6.5	7.4	16.1
Doubtful	11.0	1.7	1.6	2.6	11.0	25.9	53.8
Loss	-	-	-	-	-	-	-
Total	11.0	25.2	2.3	4.8	17.5	33.3	94.1

An age analysis of gross non-current core loans and advances to customers as at 31 March 2012 (based on actual amount in arrears)

Consolidated $'m	Current	1 - 60 days	61 - 90 days	91 - 180 days	181 - 365 days	>365 days	Total
Past due (1-60 days)	-	4.4	-	-	-	-	4.4
Special mention	-	-	0.1	-	-	-	0.1
Special mention (1 - 90 days)	-	-	-	-	-	-	0.1
Special mention (61 - 90 days and item well secured)	-	-	0.1	-	-	-	0.1
Default	-	-	-	0.3	6.5	31.7	38.6
Sub-standard	-	-	-	0.2	5.4	6.8	12.3
Doubtful	-	-	-	0.1	1.1	25.0	26.3
Loss	-	-	-	-	-	-	-
Total	-	4.4	0.1	0.3	6.5	31.7	43.1

An age analysis of gross non-current core loans and advances to customers as at 31 March 2011 (based on total capital exposure)

Consolidated $'m	Current	1 - 60 days	61 - 90 days	91 - 180 days	181 - 365 days	>365 days	Total
Past due (1-60 days)	-	37.5	-	-	-	-	37.5
Special mention	-	2.6	18.9	-	-	-	21.5
Special mention (1 - 90 days)	-	2.6	15.7	-	-	-	18.3
Special mention (61 - 90 days and item well secured)	-	-	3.2	-	-	-	3.2
Default	21.9	-	0.5	61.1	68.1	220.5	372.1
Sub-standard	-	-	-	20.7	59.9	78.0	158.6
Doubtful	21.9	-	0.5	40.4	8.2	142.5	213.5
Loss	-	-	-	-	-	-	-
Total	21.9	40.1	19.4	61.1	68.1	220.5	431.1

An age analysis of gross non-current core loans and advances to customers as at 31 March 2011 (based on actual amount in arrears)

Consolidated $'m	Current	1 - 60 days	61 - 90 days	91 - 180 days	181 - 365 days	>365 days	Total
Past due (1-60 days)	-	1.2	-	-	-	-	1.2
Special mention	-	0.1	15.8	-	-	-	15.9
Special mention (1 - 90 days)	-	0.1	15.7	-	-	-	15.8
Special mention (61 - 90 days and item well secured)	-	-	0.1	-	-	-	0.1
Default	-	-	-	52.0	60.2	217.4	329.6
Sub-standard	-	-	-	12.8	52.0	75.2	140.0
Doubtful	-	-	-	39.2	8.2	142.2	189.6
Loss	-	-	-	-	-	-	-
Total	-	1.3	15.8	52.0	60.2	217.4	346.7

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
As at 31 March 2012			
Current core loans and advances	2,930.1	-	-
Past due (1-60 days)	-	22.0	-
Special mention	-	2.2	-
Special mention (1 - 90 days)	-	1.7	-
Special mention (61 - 90 days and item well secured)	-	0.5	-
Current	-	-	-
Default	-	16.1	53.8
Sub-standard	-	16.1	-
Doubtful	-	-	53.8
Loss	-	-	-
Total	2,930.1	40.3	53.8
As at 31 March 2011			
Current core loans and advances	2,937.0	-	-
Past due (1-60 days)	-	37.5	-
Special mention	-	21.5	-
Special mention (1 - 90 days)	-	18.3	-
Special mention (61 - 90 days and item well secured)	-	3.2	-
Default	-	158.6	213.5
Sub-standard	-	158.6	-
Doubtful	-	-	213.5
Loss	-	-	-
Total	2,937.0	217.6	213.5

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
2,930.1	-	(2.4)	2,927.7	-
22.0	-	-	22.0	4.4
2.2	-	-	2.2	0.1
1.7	-	-	1.7	0.1
0.5	-	-	0.5	0.1
-	-	-	-	-
69.9	(16.5)	-	53.4	38.6
16.1	-	-	16.1	12.3
53.8	(16.5)	-	37.3	26.3
-	-	-	-	-
3,024.2	(16.5)	(2.4)	3,005.3	43.1
2,937.0	-	(2.4)	2,934.6	-
37.5	-	-	37.5	1.2
21.5	-	-	21.5	15.9
18.3	-	-	18.3	15.8
3.2	-	-	3.2	0.1
372.1	(50.9)	-	321.2	329.6
158.6	-	-	158.6	140.0
213.5	(50.9)	-	162.6	189.6
-	-	-	-	-
3.368.1	(50.9)	(2.4)	3,314.8	346.7

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

Consolidated $'m	Current core loans and advances	Past due (1-60 days)	Special mention (1-90 days)	Special mention (61-90 days and items well secured)
As at 31 March 2012				
Private Bank, professional and HNW individuals	2,396.7	15.4	1.7	0.5
Corporate sector	451.1	6.6	-	-
Banking, insurance, financial services (excluding sovereign)	27.4	-	-	-
Public and government sector (including central banks)	54.9	-	-	-
Total gross core loans and advances to customers	2,930.1	22.0	1.7	0.5
31 March 2011				
Private Bank, professional and HNW individuals	2,583.4	37.5	18.3	3.2
Corporate sector	295.4	-	-	-
Banking, insurance, financial services (excluding sovereign)	20.6	-	-	-
Public and government sector (including central banks)	37.6	-	-	-
Total gross core loans and advances to customers	2,937.0	37.5	18.3	3.2

Summary analysis of core loans and advances to customers by counterparty type*

Consolidated $'m	31 March 2012	31 March 2011
Private Banking, professional and HNW individuals	2,484.2	2,993.1
Corporate sector	457.7	316.8
Banking, insurance, financial services (excluding sovereign)	27.4	20.6
Public and government sector (including central banks)	54.9	37.6
Total gross core loans and advances to customers	3,024.2	3,368.1

*The total core gross loans and advances to customers agrees to note 41 of the Financial Statements. The split by counterparty type is not audited.

	Sub-standard	Doubtful	Loss	Total gross core loans and advances to customers	Specific impairments	Portfolio impairments	Total impairments
	16.1	53.8	-	2,484.2	(16.5)	(2.4)	(18.9)
	-	-	-	457.7	-	-	-
	-	-	-	27.4	-	-	-
	-	-	-	54.9	-	-	-
	16.1	53.8	-	3,024.2	(16.5)	(2.4)	(18.9)
	158.6	192.1	-	2,993.1	(41.4)	(2.4)	(43.8)
	-	21.4	-	316.8	(9.5)	-	(9.5)
	-	-	-	20.6	-	-	-
	-	-	-	37.6	-	-	-
	158.6	213.5	-	3,368.1	(50.9)	(2.4)	(53.3)

Collateral

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

Consolidated $'m	Collateral held against Gross core loans and advances	 Other credit ad counterparty exposures*	Total
As at 31 March 2012			
Eligible financial collateral			
Listed shares	398.9	-	398.9
Cash	13.2	17.7	30.9
Debt securities issued by sovereigns	-	-	-
Mortgage bonds			
Residential mortgages	129.6	-	129.6
Residential development	461.7	-	461.7
Commercial property developments	184.2	-	184.2
Commercial property investments	862.0	-	862.0
Other collateral			
Unlisted shares	101.4	-	101.4
Bonds other than mortgage bonds	-	-	-
Debtors, stock and other corporate assets	962.4	-	962.4
Guarantees	-	2.2	2.2
Credit derivatives	-	-	-
Other	660.7	-	660.7
Total	3,774.1	19.9	3,794.0
As at 31 March 2011			
Eligible financial collateral			
Listed shares	-	-	-
Cash	31.7	12.1	43.8
Debt securities issued by sovereigns	-	-	-
Mortgage bonds			
Residential mortgages	100.1	-	100.1
Residential development	863.2	-	863.2
Commercial property developments	821.2	-	821.2
Commercial property investments	678.6	-	678.6
Other collateral			
Unlisted shares	394.7	-	394.7
Bonds other than mortgage bonds	-	-	-
Debtors, stock and other corporate assets	641.7	-	641.7
Guarantees	7.6	-	7.6
Credit derivatives	-	-	-
Other	871.0	-	871.0
Total	4,409.8	12.1	4,421.9

* 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.

Traded market risk management

Traded market risk description

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 philosophy is that proprietary trading should be limited and that trading should be conducted largely to facilitate clients in deal execution.

Traded market risk governance structure

To manage, measure and mitigate market risk, we have an independent market risk management team which assesses and reports on market risk originated in the Treasury and Business units. Limits have been set to keep potential losses within acceptable risk tolerance levels. A Market Risk Forum (mandated by the Board of Directors) manages the market risks in accordance with pre-approved principles and policies.

Risk limits are reviewed and set at the Market Risk Forum and ratified by Investec Group Executive Risk Review Forum (ERRF). Limits are reviewed either annually, in the event of a significant market event or at the discretion of senior management.

Management and measurement of traded market risk

Measurement techniques used to quantify the market risk arising from our trading activities include sensitivity analysis and Value at Risk (VaR). Stress testing is also used to simulate extreme conditions to supplement these core measures.

VaR numbers are monitored at the 95% confidence interval. 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 exceeds the one-day VaR, a "back testing breach" is considered to have occurred.

VaR is calculated using an historical simulation model based on the latest 510 business days of unweighted historical rates data.

Please refer to note 41 of the Financial Statements for the audited numbers.

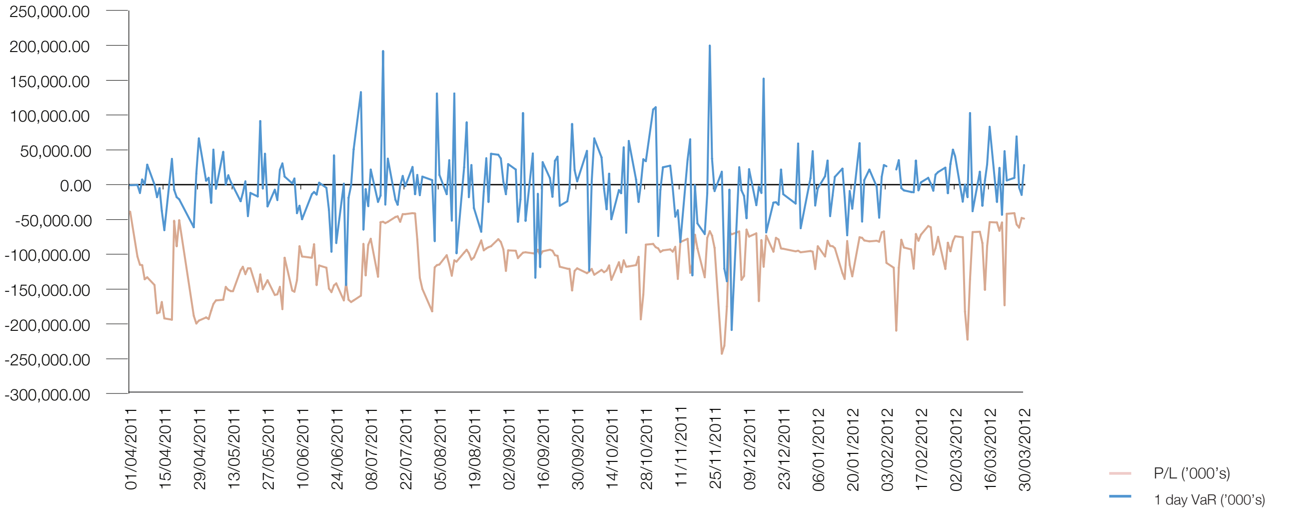
Consolidated $'m	31 March 2012	31 March 2011
VaR 95% (one-day)		
Position	0.002	0.007
Option	-	-
Interest Rate	0.031	0.017
Consolidated *	0.031	0.020
High	0.184	0.202
Low	0.019	0.012
Average	0.068	0.089

* The table above agrees to note 41 of the Financial Statements.

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.

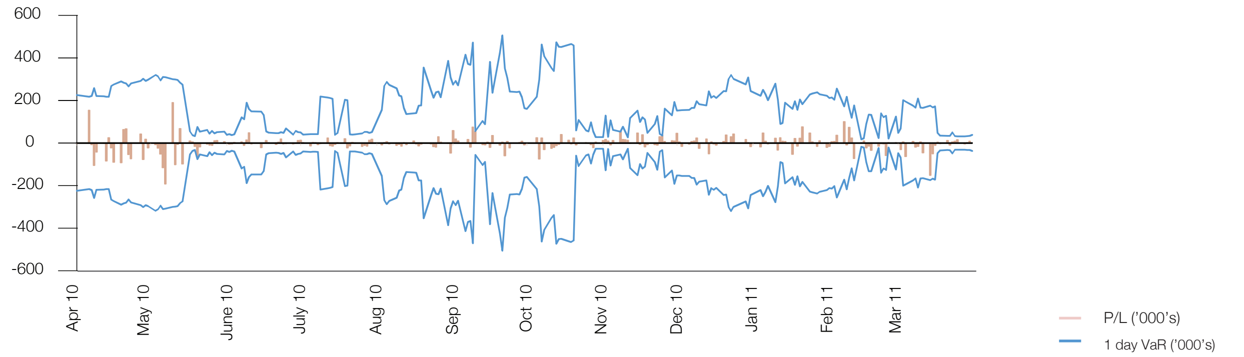
99% 1 day VaR back testing

For the year ended 31 March 2012



Average VaR utilisation for 2012 remained at the moderate levels experienced in 2011. There have been five exceptions i.e. where the loss is greater than the VaR. This is more than the expected number of exceptions at the 99% level as a result of high levels of market volatility, specifically in interest rate and foreign exchange markets where the Australian trading activity was most active.

For the year ended 31 March 2011



VaR limits increased during 2011 to accommodate the expanded FX trading activity. Average VaR utilization for 2011 remained at the moderate levels experienced in 2010. There have been no exceptions i.e. where the loss is greater than the VaR. This is less than the expected number of exceptions at the 99% level as a result of the conservative data set used to generate the VaR.

Equity price risk

Equity price risk is the risk that the fair values of equities decrease as the result of changes in the levels of equity indices and the value of individual stocks. The non-trading equity price risk exposure arises from Investec Australia's investment portfolio.

The effect on equity due to a reasonably possible change in equity indices held over a one year time horizon with all other variables held constant, is as follows. The table below agrees to note 41 of the Financial Statements.

	Change in equity price 2012 %	Effect on equity 2012 $'m	Change in equity price 2011 %	Effect on equity 2011 $'m
Market Indices				
ASX small cap	+ / - 51.7	9.3 / (7.8)	+ / - 40.9	10.2/ (7.1)

Stress testing

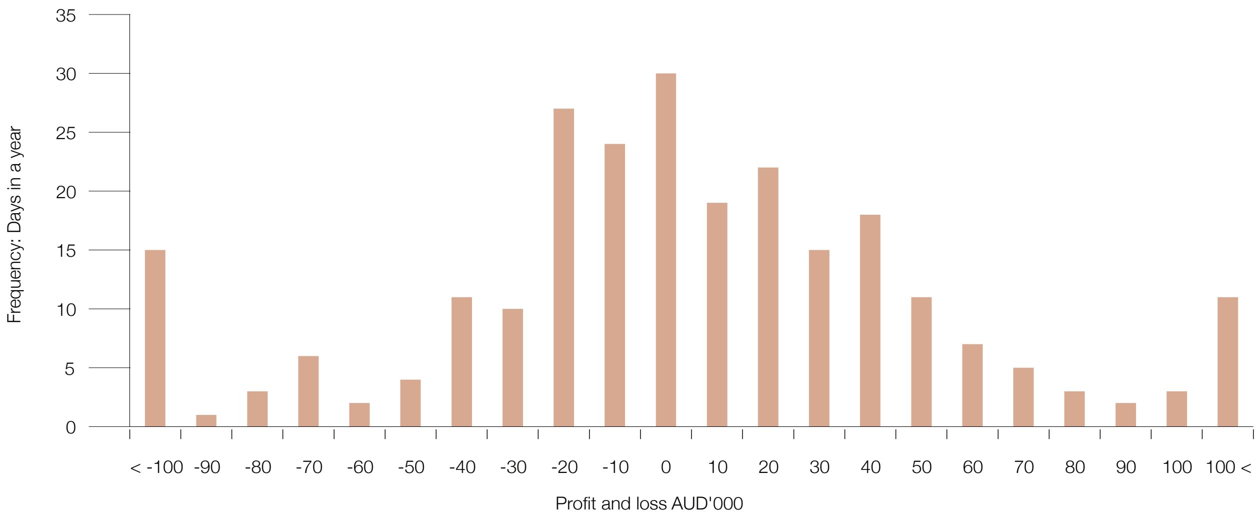
The table below indicates the potential losses that could arise if the portfolio is stress tested under extreme market conditions (99% EVT).

Consolidated $'m	31 March 2012	31 March 2011
Position	0.006	0.015
Option	-	-
Interest Rate	0.070	0.121
Consolidated	0.071	0.273

Profit and loss histograms

The histogram below illustrates the distribution of daily revenue during the financial year for our trading businesses. The graph shows that negative trading revenue was realised on 133 days out of a total of 249 days in the trading business. The average daily trading loss generated for the year ended 31 March 2012 was A$6,056 (2011: revenue of A$1 393).

Investec Bank (Australia) Limited



Traded market risk mitigation

The market risk management team has a reporting line that is separate from the trading function, thereby ensuring independence. The risk management software runs independently from source trading systems and values all trades separately. The values from the two systems are compared daily. The values from the risk system are also used for profit attribution, another risk management tool.

Risk limits are set according to guidelines set out in our risk appetite policy and are calculated on a statistical and non-statistical basis. Statistical limits include VaR analyses for various holding periods as well as "disaster" scenarios where the 15 standard deviation adverse market move is considered.

Non-statistical limits include product limits, tenor, notional, liquidity, buckets and option sensitivities ("greeks"). When setting and reviewing these limits, current market conditions are taken into account. Bucket limits are set on time buckets, generally at three month intervals out to two years and then, on a less granular basis, out to 30 years.

Market risk - derivatives

We enter various derivatives contracts, both as principal for trading purposes and as customer for hedging foreign exchange, commodity, equity and interest rate exposures. These include financial futures, options, swaps and forward rate agreements. The risks associated with derivative instruments are monitored in the same manner as for the underlying instruments. Risks are also measured across the product range to take into account possible correlations.

Information showing our derivative portfolio over the reporting period on the basis of the notional principal and the fair value of all derivatives can be found on page 92.

The notional principal indicates our activity in the derivatives market and represents the aggregate size of total outstanding contracts at year end. The fair value of a derivative financial instrument represents the present value of the positive or negative cash flows which would have occurred had we closed out the rights and obligations arising from that instrument in an orderly market transaction at year end. Both these amounts reflect only derivatives exposure and exclude the value of the physical financial instruments used to hedge these positions.

Balance sheet risk management

Balance sheet risk description

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.

Balance sheet risk governance structure

Management believes that a centralised framework permits identification and coordination of balance sheet risk. Asset and liability oversight is centralised, using regional expertise and local market access as appropriate. The Asset and Liability Management Committee (ALCO) is mandated by the board of directors and Investec Group to manage the balance sheet risks on a consistent basis with pre-approved principles and policies. Detailed policies cover both domestic and foreign currency funds and set out sources and amounts of funds necessary to ensure the continuation of our operations without undue interruption. The size, materiality, complexity, maturity and depth of the market as well as access to stable funds are all inputs considered when establishing the liquidity and non-trading interest rate risk appetite. Further we ensure that the liquidity management framework is compatible with local regulatory requirements. Investec Australia's liquidity policy requires us to be self-funding so that there is no reliance on inter-group lines either from or to other group entities.

We continue to improve risk measurement processes and methodologies in line with Basel II requirements and the expected requirement of the yet to be implemented Basel III. The balance sheet risk management team independently identifies, quantifies and monitors risks, providing independent governance and oversight of the Central Treasury activities and the execution of our policy to management, ALCO, ERRF, Board Risk and Capital Committee (BRCC) and the Board. In carrying out its duties the balance sheet risk management team monitors historical liquidity trends, tracks prospective on- and off-balance sheet liquidity obligations, identifies and measures internal and external liquidity warning signals which permit early detection of liquidity issues through daily liquidity reporting and scenario analysis which quantify our positions. The governance framework adopted for the management of structural interest rate risk in the banking book mirrors that of liquidity risk. The risk is transferred to and managed within our treasury operations.

Balance sheet risk mitigation

The Central Treasury function directs pricing for all deposit products, establishes and maintains access to wholesale stable funds with the appropriate tenor and pricing characteristics, administer funds transfer pricing and manages liquid securities and collateral, thus providing for a controlled and flexible response to volatile market conditions. The Central Treasury function is the sole interface to the wholesale market for both cash and derivative transactions.

The Balance Sheet Risk function further performs scenario modelling designed to measure and manage the liquidity position such that payment obligations can be met under a wide range of normal, company-specific and market-driven stress scenarios, in which the rate and timing of deposit withdrawals and draw-downs on lending facilities are varied, and the ability to access funding and to generate funds from asset portfolios is restricted.

There is a regular internal audit of the Balance Sheet Risk Management function, the frequency of which is determined by the independent Audit Committee. The group operates an independent automated system to identify, measure, manage and monitor liquidity risk on both a current and forward looking basis. The system is reconciled to the bank's general ledger and audited by Internal Audit thereby ensuring integrity of the process.

Daily, weekly and monthly reports are produced showing bank activity, exposures and key measures against thresholds and limits and are distributed to management, ALCO, the Central Treasury function, ERRF, BARC and the board. Statutory reports are submitted to the relevant regulators in each jurisdiction within which we operate. Investec Group complies with the Basel Committee on Banking Supervision's Principles for Sound Liquidity Risk Management and Supervision.

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 optionality that may be 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 the customer.

Management and measurement of non-trading interest rate risk

The banking book constitutes assets and liabilities on the balance sheet including (but not limited to) loans, investments, deposits, debt securities issued etc. but excluding those exposures that are arising specifically within the trading book.

Investec Australia utilises a number of measures to monitor and control interest rate risk in the banking book, including static gap analysis, % of a balance sheet limits, Earnings at Risk measures (EAR) and limits, and Economic Value at Risk (EVaR) sensitivity.

Non-traded interest rate risk is stress tested on a monthly basis utilising an EVaR sensitivity. The calculation involves measuring the present value of cashflows in the Banking Book, then recalculating the present value of cashflows having stressed the interest rate curve by 200bps. The difference between the two is the measured EVaR.

The table below shows Investec Australia's stress sensitivity to interest rates in the Banking Book utilising EVaR.

The tables below agree to note 41 of the Financial Statements.

Consolidated $'m	High for the year Mar 12	Low for the year Mar 12	Average for the year Mar 12	As at Mar 12	High for the year Mar 11	Low for the year Mar 11	Average for the year Mar 11	As at Mar 11
Economic Value at risk	10.1	1.1	4.9	5.9	2.4	(8.5)	(2.0)	1.8

Investec Australia's interest sensitivity to EAR and EVaR in relation to the Professional Finance Trusts arises in relation to various note holdings that Investec Australia has in these Trusts. These notes are liabilities of the relevant trusts and treated as assets in the balance sheet. As the notes form part of the assets in the balance sheet they are treated in the same manner and using the same methodologies as are used for all assets in the banking book in the calculation of the EAR and EVaR.

Investec Australia also measures, on a monthly basis, the stress sensitivity of earnings to interest rate movements, utilising an EAR sensitivity. The calculation involves the measuring of the static interest rate repricing gaps arising as a result of the varying interest rate repricing characteristics of assets, liabilities and capital, and the impact, over a 12 month period, of a 200bps interest rate movement on earnings arising from the static gap position.

The table below shows the stress sensitivity to interest rates in the Banking Book utilising the EAR methodology as described above.

Consolidated $'m	High for the year Mar 12	Low for the year Mar 12	Average for the year Mar 12	As at Mar 12	High for the year Mar 11	Low for the year Mar 11	Average for the year Mar 11	As at Mar 11
Earnings at risk	10.7	1.7	6.6	7.9	11.7	(3.1)	5.0	11.7

Interest rate sensitivity gap

The tables below show our non-trading interest rate mismatch. These exposures affect the interest rate margin realised between lending and investment income and borrowing costs.

	Consolidated						
31 March 2012 $'m	Up to 3 month	3 to 6 months	6 to 12 months	1 to 5 years	> 5 years	Non Rate	Total
Cash and liquid assets	383.3	-	-	-	-	-	383.3
Available-for-sale investments	1,090.6	29.6	1.9	181.3	-	16.7	1,320.2
Trading securities	-	-	-	-	-	10.6	10.6
Loans and receivables	1,974.1	96.2	253.3	599.6	35.1	47.0	3,005.3
Instruments accounted for using the equity method	-	-	-	-	-	8.0	8.0
Non-rate assets	-	-	-	-	-	515.3	515.3
Total assets	3,448.0	125.8	255.2	780.9	35.1	597.6	5,242.7
Customer accounts	1,588.0	530.8	73.2	137.8	11.3	29.0	2,370.0
Debt issued and other borrowed funds	1,318.9	7.1	7.7	650.0	-	27.8	2,011.5
Subordinated loans	71.5	-	-	-	-	-	71.5
Non-rate liabilities	-	-	-	-	-	191.6	191.6
Total liabilities	2,978.4	537.9	80.9	787.8	11.3	248.4	4,644.6
Equity	-	-	-	-	-	598.1	598.1
Balance Sheet	469.6	(412.1)	174.3	(6.9)	23.8	(248.9)	-
Hedges	360.8	(66.4)	(174.0)	(81.7)	(30.2)	(8.4)	-
Repricing gap	830.5	(478.5)	0.3	(88.6)	(6.4)	(257.3)	-
Cumulative repricing gap	830.5	352.0	352.3	263.7	257.3	-	-

	Consolidated						
31 March 2011 $'m	Up to 3 month	3 to 6 months	6 to 12 months	1 to 5 years	> 5 years	Non Rate	Total
Cash and liquid assets	390.5	-	-	-	-	-	390.5
Available-for-sale investments	1,083.2	1.5	-	193.1	-	38.8	1,316.6
Loans and receivables	2,289.1	91.6	235.2	639.4	17.5	42.0	3,314.8
Non-rate assets	-	-	-	-	-	353.1	353.1
Total assets	3,762.8	93.1	235.2	832.5	17.5	433.9	5,375.0
Customer accounts	1,565.9	393.1	132.2	89.1	12.2	18.8	2,211.3
Debt issued and other borrowed funds	1,390.3	3.6	231.2	650.0	-	23.7	2,298.8
Subordinated loans	72.7	-	-	-	-	(2.0)	70.7
Non-rate liabilities	-	-	-	-	-	110.3	110.3
Total liabilities	3,028.9	396.7	363.4	739.1	12.2	150.8	4,691.1
Equity	-	-	-	-	-	683.9	683.9
Balance Sheet	733.9	(303.6)	(128.2)	93.4	5.3	(400.8)	-
Hedges	(32.4)	(12.3)	149.1	(88.0)	(7.3)	(9.1)	-
Repricing gap	701.5	(315.9)	20.9	5.4	(2.0)	(409.9)	-
Cumulative repricing gap	701.5	385.6	406.5	411.9	409.9	-	-

Liquidity risk

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 market-wide 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 timely 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.

Management and measurement of liquidity risk

Cohesive liquidity management is vital for protecting our depositors, preserving market confidence, safeguarding our reputation and ensuring sustainable growth with established funding sources. Through active liquidity management, we seek to preserve stable, reliable and cost effective sources of funding. Inadequate liquidity can bring about the demise of any financial institution. As such, Investec Group considers ongoing access to appropriate liquidity for all its operations to be of paramount importance, and our core liquidity philosophy is reflected in day-to-day practices which encompass the following:

Our liquidity management processes encompass principles set out by the regulatory authorities (APRA).

- Investec Group complies with the Basel Committee on Banking Supervision's (BCBS) Principles for Sound Liquidity Risk Management and Supervision
- The risk appetite is clearly defined
- Each geographic entity must have its own Board approved policies with respect to liquidity risk management
- Each geographic entity must be self sufficient from a funding and liquidity stand point so that there is no reliance on intergroup lines either from or to other group entities
- Branches and subsidiaries have no responsibility for contributing to group liquidity
- We maintain a liquidity buffer in the form of unencumbered, cash, government, or rated securities (typically eligible for repurchase with the central bank), and near cash well in excess of the statutory requirements as protection against unexpected disruptions in cash flows
- Funding is diversified with respect to currency, term, product, client type and counterparty to ensure a satisfactory overall funding mix
- We monitor and evaluate each banking entity's maturity ladder and funding gap (cashflow maturity mismatch) on a "liquidation", "going concern", and "stress" basis.
- Our liquidity risk parameters reflect a range of liquidity stress assumptions which are reviewed regularly and updated as needed. These stress factors go well beyond our experience during the height of the recent financial crisis.
- The balance sheet risk management team independently monitors key funding metrics and liquidity ratios to assess potential risks to the liquidity position, which further act as early warning indicators
- We centrally manage access to funds in the market through the Central Treasury divisions
- Maintenance of sustainable, prudent liquidity resources takes precedence over profitability
- We maintain an internal funds transfer pricing system based on prevailing market rates. The Central Treasury function charges out the price of long and short term funding to internal consumers of liquidity, which ensures that the costs, benefits, and risks of liquidity are clearly and transparently attributed to business lines and are understood by business line management. The funds transfer pricing methodology is designed to signal the right incentive to our lending business
- Investec Group maintains adequate contingency funding plans.

Management and measurement of liquidity risk (continued)

Management uses assumptions-based planning and scenario modelling that considers market conditions, prevailing interest rates, and projected balance sheet growth, to estimate future funding and liquidity needs, whilst taking the desired nature and profile of liabilities into account. These metrics are used to develop our funding strategy and measure and manage the execution thereof. The funding plan details the proportion of our external assets which are funded by customer liabilities, unsecured wholesale debt, equity and loan capital thus maintaining an appropriate mix of term funding and strong balance sheet liquidity ratios within approved risk limits. This ensures the smooth management of the day-to-day liquidity position within conservative parameters and further validates that, in the event of either a firm-specific or general market event, we are able to generate sufficient liquidity to withstand short term liquidity stress or market disruptions.

We target a diversified funding base, avoiding undue concentrations by investor type, maturity, market source, instrument and currency. This demonstrates our ability to generate funding from a broad range of sources in a variety of geographic locations, which enhances financial

flexibility and limits dependence on any one source so as to ensure a satisfactory overall funding mix.

Liquidity mismatch

The tables within Note 33 of the financial section of this report show our discounted contractual liquidity mismatch.

With respect to the contractual liquidity mismatch:

- Behavioural profiling is applied to loans that have passed their contractual maturity date to reflect a more reasonable future repayment profile.

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
- Additionally the contractual profile for high quality liquid assets (i.e. those that are eligible for repurchase transaction ("repo") with the Reserve Bank of Australia) are modified to reflect the expected behavioural characteristic, namely, for the first $750 million the time horizon is set to "on demand", with the balance of the amount realisable under repo, the time horizon is set to "2-5 days", with the remaining balance (i.e. that amount not realisable under repo) treated at the contractual maturity date.

	Consolidated						
31 March 2012 $'m	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Non Rate	Total
Behavioural liquidity gap	1,230.3	(840.8)	(615.7)	357.7	(131.5)	-	-
Cumulative	1,230.3	389.5	(226.2)	131.5	-	-	-

	Consolidated						
31 March 2011 $'m	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Non Rate	Total
Behavioural liquidity gap	1,240.4	(785.3)	(499.8)	406.4	(361.7)	-	-
Cumulative	1,240.4	455.1	(44.7)	361.7	-	-	-

The liquidity mismatch numbers above have not been audited.

Analysis of financial liabilities by remaining undiscounted contractual flows*

31 March 2012 $'m	Consolidated Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
Liabilities						
Customer accounts	723.4	840.5	663.7	177.1	18.1	2422.8
Derivative financial instruments	4.1	17.6	106.0	53.7	22.5	203.8
Debt issued and other borrowed funds	63.9	277.8	590.6	1,338.5	18.2	2,289.0
Subordinated loans	-	1.0	2.5	82.8	-	86.2
Total liabilities	791.3	1,136.9	1,362.7	1,652.0	58.7	5,001.7

31 March 2011 $'m	Consolidated Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
Liabilities						
Customer accounts	784.0	767.3	598.3	114.7	19.6	2,283.9
Derivative financial instruments	4.5	32.1	58.9	69.7	9.0	174.2
Debt issued and other borrowed funds	123.2	166.6	875.0	1,429.5	14.0	2,608.3
Subordinated loans	-	1.0	3.3	89.4	-	93.7
Total liabilities	911.7	967.0	1,535.5	1,703.3	42.6	5,160.1

* The tables above agree to note 41 of the Financial Statements.

Balance sheet risk year in review

The Australian economy has remained one of the strongest advanced economies in the world, supported by the connection to Asia with the trade surplus up 1.5% of GDP. The unemployment rate has remained subdued at 5.3% albeit some signs of softness in employment growth occurred through the year and significant shifts in structural demand have been evident arising from the demand in the mining sector but weakness in retail trade. Inflation remains contained with the underlying rate remaining in the middle of the RBA's 2-3% target band. Public Finances are in a positive condition relative to most Western Governments, with Australian Commonwealth Government net debt peaking at around 9% of GDP. Credit growth, particularly at the consumer end remains weak and the household savings ratio remains strongly positive, in part reflecting a continued cautionary approach by consumers, reflecting sensitivity to the economic headlines relating to European sovereign risk that dominated the 2nd half of 2011. The Australian banking system has strengthened liquidity, as a result of the weak demand for credit and higher savings ratio, along with the new legislative support for covered bonds adding a new instrument for access to term debt funding. As expected, the Government also reviewed the threshold level for its retail deposit guarantee, and adjusted the level from $1million (initially set in October 2008 in response to the Global Financial Crisis) to $250,000 on a continuing basis. In response to the evolving environment the Reserve Bank of Australia reduced interest rates in the second half of the year with two reductions of 0.25% each to take the cash rate from 4.75% to 4.25%. Post year-end, on 1 May 2012, the RBA cut the official cash rate by a further 0.50% to 3.75% and on 5 June by a further 0.25% to 3.50% reflecting weaker economic conditions in the non-mining sector of the economy, and subdued inflationary pressures. On 8 May 2012, the Treasurer announced the Australian Federal Government Budget for 2012-13, moving from a deficit of $44.4billion in 2011-12 to a surplus of $1.5billion in 2012-13. During this period, Investec Australia undertook a number of funding related initiatives, including:

Undertook a further term securitisation of $215m Professional Finance assets from the Impala securitisation vehicle

IBAL bought-back a further $125m of previously issued government guaranteed term debt

Continuing to grow customer deposits and restructure the deposit base to achieve greater diversification.

Investec Australia maintained a strong liquidity position well in excess of regulatory and internal policy requirements throughout the year.

Total customer deposits increased through the year to approximately $2.2billion by 31 March 2012.

Operational risk management

Operational risk definition

Operational risk is defined as the risk of direct or indirect loss arising from inadequate or failed internal processes, people and systems, or from external events.

We recognise operational risk as a significant risk category, and strive to manage this within acceptable levels through the promotion of sound operational risk management practices.

Operational risk governance structure

A common understanding of the definition of operational risk and its impact throughout the organisation is key to the successful management of operational risk.

The governance structure for operational risk management is outlined below.

Board

The board reviews and monitors operational risk through the Board Australian Risk and Capital Committee (BARC). An Operational Risk Committee has been established to ensure the consistent implementation of the Operational Risk Management Framework and escalates key risks to BARC.

Operational Risk Management

An independent specialist operational risk management function promotes consistent and sound operational risk management practices and processes across Investec Australia, including enterprise risk programmes, e.g. business continuity and financial crime. In addition, subject matter experts focus on information security and change management.

Senior management

Senior management is responsible for the implementation and management of operational risk at business unit level.

Operational risk management framework

We have implemented an operational risk management framework as well as policies, practices and a technology system to provide a comprehensive means of promoting operational risk management throughout Investec Australia. The framework sets out a structured and consistent approach to implementing a systematic, effective and efficient process across the organisation to manage operational risk and thereby improve business performance and regulatory compliance.

Operational risk identification and risk assessments

The risk assessment process is central to the operational risk management process. A qualitative risk assessment is conducted using an identified universe of operational risks contained in a Risk Assessment Framework (RAF), as a first step to promote consistency.

The assessment of risks and controls is conducted at individual business unit and review levels. Identified risks that are assessed to be outside the risk appetite are subject to treatment and escalated to BARC.

Operational risk events

We respond to risk events with appropriate analysis and actions to correct and minimise losses and improve controls. Thresholds are in place for the monitoring and escalation of recorded events, which are in line with the risk appetite policy.

Operational risk indicators

Indicators provide information that allows management to assess the effectiveness of the controls and to highlight potential issues. Thresholds are in place for the monitoring and escalation if the threshold is breached.

New products

Operational risk has been tasked to sign off on all new products developed within Investec Australia and follow up with a post implementation review.

Capital management

The management of the capital at our disposal is paramount to our success. Strategically, we focus on ensuring that we only enter business activities that are expected to earn appropriate returns on our capital and satisfy the demands of our shareholder. Our objective is to increase shareholder value through a discipline that links capital allocation and structuring, performance measurement, investment decisions, risk management and capital-based incentive compensation into one integrated framework. The board of directors are ultimately responsible for capital management. At the highest level, the board has, through the Investec Board Australian Risk and Capital Committee, delegated direct responsibility for capital management to the Investec Australia Capital Committee to oversee the components contributing to effective control and use of capital.

Investec Australia has also implemented (in line with the wider Investec Group) a three year capital planning framework as a mechanism to achieve effective forecasting and management of capital demands over the medium term under both expected conditions and positive and negative stress scenarios.

Investec Australia is well capitalised and capital adequacy ratios exceed the minimum regulatory requirements.

Regulatory developments

The Australian regulatory environment has progressed, as expected, towards full introduction of Basel III standards through the release by APRA of discussion papers, draft standards and certain new laws passed by the Federal Parliament.

In respect of Capital, in September 2011 APRA released a Discussion Paper titled "Implementing Basel III Capital reforms in Australia" which reflects APRA's intention to adopt the minimum Basel III requirements except in certain areas where APRA will maintain a stricter approach than Basel III requires. Notably, despite the flexibility that Basel III provides to national supervisors, APRA does not intend to utilize concessional treatment for certain items in determining regulatory capital, and APRA will also take a more conservative approach to ensure that there is no double counting of capital in the Australian financial system.

APRA is of the view that Australian ADIs (Authorised Depository Institutions) are well placed to meet the new requirements and therefore APRA proposes to adopt an accelerated timetable in some areas including meeting the revised Basel III minimum capital ratio and regulatory adjustments in full from 1 January 2013. Following an industry review and submissions process, APRA followed up the initial discussion paper with the release, in late March 2012, of a document titled "Response to Submissions : Implementing Basel III Capital Reforms in Australia" and a set of draft Prudential Standards further formalizing the path to Basel III implementation. In these more recent documents, notwithstanding industry submissions arguing for some greater flexibility in some areas and potential implementation timeline accommodation. APRA has maintained its conservative stance and planned accelerated implementation timeframe.

In respect of Liquidity, APRA released a Discussion Paper titled "Implementing Basel III Liquidity Reforms in Australia" and a "Draft Prudential Standard APS 210 Liquidity", with these documents building on the previously released 2009 discussion paper and giving effect to the Basel III reforms in respect of Liquidity. APRA proposes to apply the qualitative liquidity requirements of Basel III upon the release of the final APS 210 (expected in mid to late 2012), and the quantitative liquidity requirements for "larger" ADIs in line with the Basel III minimums and timeframes with only minor modification relating to the national discretion provided under Basel III where clarification is required for Australian circumstances. The most notable modification being the potential allowance of a secured committed liquidity facility with the Reserve Bank of Australia as a mechanism for ADIs to cover any shortfall in Australian dollars between the ADIs liquidity needs at its holding of HQLA (High Quality Liquid Assets) due to the insufficient supply of HQLA in Australia.

As part of the evolution of these reforms, the Federal government passed legislation enabling the issuance of Covered Bonds by Australian Banks, and the Federal Government reviewed and modified its guarantee regime for retail deposits (the Financial Claims Scheme), confirming the commitment to the scheme and lowering the coverage level from the A$1million threshold, set in October 2008 in response to the Global Financial Crisis, to a ongoing new threshold of A$250,000.

Capital adequacy

Entities within Investec Australia are subject to regulation by a variety of regulators. Investec Australia is subject to regulation by the Australian Prudential Regulation Authority (APRA) and is required to maintain certain minimum ratios of capital to assets. These ratios are applied to Investec Bank (Australia) Limited as a stand-alone entity and on a consolidated basis to Investec Australia.

Under current APRA, Prudential Standards, capital falls into two categories, known as Tier 1 and Tier 2. Tier 1 capital consists of shareholders funds and certain capital instruments that meet the standards set by APRA. Intangible assets and future income tax benefits are deducted to arrive at Tier 1 capital.

Tier 2 capital consists of revaluation reserves, general provisions for doubtful debts, cumulative irredeemable preference shares and other hybrid capital instruments approved by APRA, mandatory convertible notes, term subordinated debt, limited life redeemable preference shares and other capital instruments approved by APRA. Tier 2 capital may not exceed Tier 1 capital and Lower Tier 2 capital may not exceed 50% of Tier 1 capital.

From 01 January 2013, under the proposed draft Prudential Standard relating to the measurement of capital, APRA intends to revise the definitions of Tier 1 and Tier 2 capital in line with proposals by the Basel Committee on Banking Supervision. In addition, APRA intends to revise the minimum requirements for Common Equity Tier 1, Tier 1 and Total Capital.

	Consolidated	
$'m	31 March 2012	31 March 2011
Regulatory capital		
Paid-up ordinary shares	291.7	291.7
Retained earnings, including current year earnings	297.2	364.4
Other	(6.8)	(5.0)
Less: impairments, goodwill and other deductions	(148.1)	(153.0)
Tier 1 capital	**434.0**	**498.1**
Tier 2 capital (net of deductions)	**90.9**	98.0
Capital base	**524.9**	**596.1**
Risk-weighted assets (banking and trading)	**2,982.6**	**3,387.0**
Credit risk	2,515.5	2,956.6
Corporates	1,971.2	2,265.8
Secured on real estate property	32.4	44.5
Counterparty risk on trading positions	42.6	66.1
Short term claims on institutions and corporates	13.1	22.9
Retail	68.4	87.5
Institutions	108.9	94.7
Other exposure classes	278.9	375.1
Equity risk	67.4	57.4
Listed equities	15.8	19.7
Unlisted equities	51.6	37.7
Market risk	16.5	14.4
Interest rate	13.8	8.5
Foreign Exchange	0.4	0.6
Commodities	2.3	5.3
Operational risk	383.2	358.5

	Consolidated	
	31 March 2012	31 March 2011
Total capital adequacy ratio (Level 2)	17.6%	17.6%
Tier 1 ratio (Level 2)	14.6%	14.7%
Capital adequacy ratio - pre operational risk (Level 2)	20.2%	19.7%
Tier 1 ratio - pre operational risk (Level 2)	16.7%	16.4%
Total capital adequacy ratio (Level 1)	16.7%	16.8%
Tier 1 ratio (Level 1)	13.5%	13.9%
Capital adequacy ratio - pre operational risk (Level 1)	18.9%	18.5%
Tier 1 ratio - pre operational risk (Level 1)	15.3%	15.3%

Financial statements

Directors' report

The directors of Investec Bank (Australia) Limited ("Investec Australia") submit the following report for the year ended 31 March 2012.

Directors

The names and details of the company's directors in office during the financial year and until the date of this report are as follows. Directors were in office for this entire period unless otherwise stated.

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Names, qualifications, experience and special responsibilities

David Gonski AC B Com LLB FAICD FCPA
Chairman

David is the Chairman of Investec Holdings Australia Limited and Investec Bank (Australia) Limited. He was the co-founder of Investec Wentworth Pty Limited (formerly Wentworth Associates) and was previously a partner in the leading law firm, Freehills. David is Chairman of the Guardians of the Future Fund and Coca-Cola Amatil Limited. His other non-executive directorships include Singapore Airlines Ltd. David is Chancellor of the University of New South Wales and Chairman of Sydney Theatre Company. David was appointed a Companion of the Order of Australia in June 2007.

Geoffrey Levy AO B Com LLB F FIN
Deputy Chairman

Geoff retired as Executive Chairman of Investec Bank (Australia) Limited on 1 January 2008 and has, since that date, assumed the non-executive position of Deputy Chairman. Geoff was previously CEO of Investec Bank (Australia) Limited, a principal of Wentworth Associates and before that a partner in the leading law firm, Freehills. He has over 20 years experience in the corporate advisory environment where he is regarded as an expert in mergers and acquisitions, capital raisings and general corporate commercial law. Geoff is a non-executive Chairman of listed entities the Specialty Fashion Group Limited and Cromwell Group Limited and was appointed by the NSW Government to Chair the Property Asset Utilisation Taskforce in December 2011. Geoff was appointed an Officer of the Order of Australia in 2005.

David Clarke LLB
Chief Executive Officer (CEO)

David was appointed to the position of Chief Executive Officer with effect from 1 June 2009. Prior to joining Investec Bank (Australia) Limited, David was the CEO of Allco Finance Group and a Director of AMP Limited, following five years at Westpac Banking Corporation where he held a number of senior roles, including Chief Executive of the Wealth Management Business, BT Financial Group. David has 25 years experience in investment banking, funds management, property and retail banking. He was previously employed at Lend Lease Corporation Limited where he was an Executive Director and Chief Executive of MLC Limited, and prior to this was Chief Executive of Lloyds Merchant Bank in London.

Alan Chonowitz B Acc M Com CA
Deputy Chief Executive Officer

Alan has been CFO of Investec Bank (Australia) Limited since 2001 and the Deputy CEO since March 2009. His responsibilities include finance, risk, and corporate governance. Alan is a director of Investec Bank (Australia) Limited and a number of its subsidiaries. Alan's experience includes significant exposure to the finance and funds management industries, where he has been responsible for financial structuring, financial and regulatory reporting, corporate advisory services and strategic planning.

John Murphy B Com M Com ACA FASA

John is a Director of Investec Bank (Australia) Limited, becoming non executive in October 2011. Until that date John was the Managing Director of Investec Wentworth Private Equity Limited. John remains a board member of a number of the private equity fund investments including Ariadne Australia Limited, Staging Connections Group Limited, Clearview Wealth Limited, Vocus Communications Limited and Gale Pacific Limited.

Kate Spargo LLB (Hons) BA FAICD

Kate was appointed a Director of Investec Bank (Australia) Limited in October 2005. After graduating from Adelaide University, she practiced both as a litigator and in a partnership as a lawyer before moving to a broader business role. She has worked as an independent director for the past 15 years. She is currently a director of Sonic Healthcare Ltd and UGL Ltd, as well as Pacific Hydro, SMEC, Fletcher Building, Suncorp Portfolio Services Ltd and ColnVest. She was appointed chairman of the Accounting Professional and Ethical Standards Board in 2007 and in 2010 a director of the International Ethical Standards Board for Accountants. She was also appointed Board Adviser at Griffith Hack, Patent Attorneys.

Peter Thomas C.A. (SA)

Peter is a Chartered Accountant and former Managing Director of The Unisec Group Limited. His current directorships include Investec plc, Investec Limited, Investec Bank Limited, Investec Bank (Mauritius) Limited and JCI Limited.

Richard Longes BA LLB MBA

Richard is currently Chairman of Austbrokers Holdings Limited and a non-executive Director of Boral Ltd and Metcash Limited. He was a co-founder of Investec Wentworth Pty Limited (formerly Wentworth Associates) and was previously a partner in the leading law firm, Freehills. He holds, or has held, positions with Government advisory boards, including the review of the National Museum and the Funds Management Committee for the IIF programme, and non-profit organisations. Richard was previously Chairman of MLC Ltd and General Property Trust.

Robert Mansfield AO B Com FCPA

Robert attended the University of NSW and graduated in 1974 with a Bachelor of Commerce degree with a major in Accounting. He held the CEO position at McDonald's Australia Limited, Wormald International Limited, Optus Communications Limited and John Fairfax Limited. In November 1999 Robert was appointed a Director of Telstra Corporation Limited and subsequently became Telstra's non-executive Chairman which he served through to April 2004. Robert has been honoured with an Order of Australia award for his contribution to Australian business and economic development and to the telecommunications industry. His other board roles are Chairman, Board of Governors, the Steve Waugh Foundation, Chairman of the National Drug and Alcohol Research Centre (NDARC), Chairman of the George Gregan Foundation and a Member of UNSW Medicine Advisory Council.

Stephen Koseff B Com CA (SA) H Dip BDP MBA
Investec Group Chief Executive Officer

Stephen joined Investec in 1980. Stephen is the Chief Executive Officer of Investec Limited and Investec plc. His directorships include Investec Bank Plc, Investec Limited, Investec plc and Bidvest Group Limited.

Company secretary

Anthony Rubin B Com B Acc CA

Anthony joined the Investec Group in 1991. In addition to a Bachelor of Commerce and a Bachelor of Accountancy, Anthony is a member of the Australian Institute of Chartered Accountants.

Principal activities

The principal activities during the financial year were Private Banking, Investment Banking, Capital Markets and Property Investments. There have been no significant changes in the nature of these activities during the year ended 31 March 2012. For additional information refer to page 10.

Review of operations and results

Investec Australia has focused on maintaining a strong balance sheet in order to position itself to benefit from opportunities that emerge as and when markets recover. Investec Australia has closely managed risk, liquidity and capital, and has successfully maintained disciplined cost controls and operational efficiencies. Investec Australia completed the sale of the majority of its default property loan portfolio, which has significantly strengthened its balance sheet.

For the financial year ended 31 March 2012, Investec Australia reported a consolidated operating profit pre-impairments and EVA of $20.6million (prior year consolidated operating profit pre-impairments and EVA of $69.9million). The consolidated loss pre-tax for the year was $101.7 million (prior year profit $2.1 million). The after tax loss was $71.6million.

For additional information refer to page 16.

Dividends

No dividends were paid or provided for during the year.

Share options

There are no share options on issue in the Consolidated Entity.

Significant events after the balance sheet date

There have been no significant events occurring after balance date which may affect the operations, results or the state of affairs.

Likely developments and expected results

We have entered the new financial year with a good level of activity and pipelines across all businesses. Investec Australia has focused on maintaining a sound balance sheet to be able to benefit from opportunities that may emerge. The competitive landscape in Australia has to some extent been reshaped and opened up opportunities for highly focused and specialist banks such as Investec Australia. We believe that our strong balance sheet and strategic focus position us well to benefit from the changed landscape. However, local financial markets remain volatile and vulnerable to less favourable global developments.

Rounding

The financial report is presented in Australian dollars and all values have been rounded to the nearest hundred thousand dollars unless otherwise stated, under the option available to the company under ASIC Class Order 98/100.

Indemnification and insurance of directors and officers

In addition to the indemnity set out in the Company's Constitution, the Consolidated Entity has, during the financial year, paid an insurance premium in respect of its directors and executive officers in terms of which the cover provides indemnity against liabilities, to the extent permitted under the Corporations Act 2001 and Regulations. In accordance with commercial practice, the insurance policy prohibits disclosure of the terms of the policy including the nature of the liability insured against and the amount of the premium.

Directors' meetings

The number of meetings of directors (including meetings of committees of directors) held during the year and the number of meetings attended by each director was as follows:

	Meetings eligible to attend	Meetings attended
Board Meetings		
David Gonski	4	4
Geoffrey Levy	4	3
David Clarke	4	4
Alan Chonowitz	4	4
Bradley Tapnack	2	2
John Murphy	4	4
Kate Spargo	4	4
Peter Thomas	4	4
Richard Longes	4	4
Robert Mansfield	4	4
Stephen Koseff	4	4
Audit and Compliance Committee		
Bradley Tapnack	2	2
Peter Thomas	4	4
Kate Spargo	4	.3
John Murphy	2	2
Board Australian Risk and Capital Committee		
Richard Longes	4	4
Kate Spargo	4	4
David Clarke	4	4
Peter Thomas	4	4
Bradley Tapnack	2	1
Alan Chonowitz	4	4
Remuneration Committee		
David Gonski	3	3
Robert Mansfield	3	3
Stephen Koseff	3	*

* Given relevant time differences, Stephen Koseff was contacted prior to and after each committee meeting by the Chairman.

We have obtained the following independence declaration from our auditors, Ernst and Young.

Auditors' independence

ERNST & YOUNG

Ernst & Young Centre
680 George Street
Sydney NSW 2000 Australia
GPO Box 2646 Sydney NSW 2001

Tel: +61 2 9248 5555
Fax: +61 2 9248 5959
www.ey.com/au

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Auditor's Independence Declaration to the Directors of Investec Bank (Australia) Limited

In relation to our audit of the financial report of Investec Bank (Australia) Limited for the financial year ended 31 March 2012, to the best of my knowledge and belief, there have been no contraventions of the auditor independence requirements of the *Corporations Act 2001* or any applicable code of professional conduct.

Ernst & Young

Ernst & Young

Steve Ferguson

Steve Ferguson
Partner
15 June 2012

Signed in accordance with a resolution of the directors.

David Clarke
Director
Sydney
15 June 2012

Alan Chonowitz
Director
Sydney
15 June 2012

Statement of Comprehensive Income

For the year ended 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m	Notes	2012	2011	2012	2011
Interest income	3	382.1	406.3	307.0	325.9
Interest expense	4	(281.0)	(287.7)	(223.6)	(227.9)
Net interest income		101.1	118.6	83.4	98.0
Fee and commission income	5	58.6	65.3	53.4	54.8
Fee and commission expense	6	(5.5)	(6.4)	(1.3)	(2.1)
Investment income / (expense)	7	(12.2)	10.8	(11.8)	21.1
Client flow trading income	7	16.5	14.2	16.5	14.1
Trading income arising from balance sheet management activities	7	(1.7)	(1.3)	(1.7)	(1.3)
Share of profit / (loss) of investments accounted for using the equity method	21	0.1	0.4	-	-
Other income		55.8	83.0	55.1	86.6
Total operating income		156.9	201.6	138.5	184.6
Impairment losses on financial assets	8	(104.1)	(49.5)	(101.7)	(48.1)
Net operating income		52.8	152.1	36.8	136.5
Operating expenses	9	(152.0)	(140.5)	(149.4)	(134.7)
Profit before write-down of loan to associate		(99.2)	11.6	(112.6)	1.8
Write-down of loan to associate		(2.5)	(9.5)	(2.5)	(9.5)
Profit / (loss) before income tax		(101.7)	2.1	(115.1)	(7.7)
Income tax (expense) / benefit	10	30.1	(0.8)	32.8	4.5
Profit / (loss) after income tax		(71.6)	1.3	(82.3)	(3.2)

Statement of Other Comprehensive Income

For the year ended 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m	Notes	2012	2011	2012	2011
Profit / (loss) after income tax		(71.6)	1.3	(82.3)	(3.2)
Foreign exchange movements net of tax	31	-	1.6	-	1.7
Fair value movements on cash flow hedges net of tax	31	(6.9)	3.4	(1.4)	-
Fair value movements on available for sale assets net of tax	31	(7.3)	(5.8)	(7.3)	(5.8)
Total gains and losses recognised directly in equity		(14.2)	(0.8)	(8.7)	(4.1)
Total comprehensive income		(85.8)	0.5	(91.0)	(7.3)

Statement of Financial Position

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m	Notes	2012	2011	2012	2011
Assets					
Cash and liquid assets	13	277.7	240.9	277.7	240.9
Loans and advances to banks	13	105.6	149.6	66.7	42.5
Derivative financial instruments	15	206.3	126.4	206.3	126.4
Trading book securities	14	10.6	-	10.6	-
Sovereign debt securities	14	357.6	348.2	357.6	348.2
Bank debt securities	14	817.7	821.1	817.7	821.1
Other debt securities	14	126.3	123.3	126.3	123.3
Investment portfolio	14	18.6	24.0	16.7	22.4
Loans and advances to customers	16	2,180.1	2,565.1	2,167.3	2,556.7
Own originated loans and advances to customers securitised	16	825.2	749.7	-	-
Investments accounted for using the equity method	21	8.0	2.5	-	0.1
Other financial assets	17	65.6	21.4	243.8	232.4
Property, plant and equipment	22	14.8	7.0	14.8	7.0
Deferred tax assets	10	14.4	16.9	22.4	28.2
Other assets	23	111.4	78.9	63.4	73.6
Goodwill	18	90.0	90.0	-	-
Assets held for sale	19	1.7	1.6	-	-
Intangible assets	20	11.1	8.4	11.1	8.4
Total assets		5,242.7	5,375.0	4,402.4	4,631.2
Liabilities					
Customer accounts	24	2,370.0	2,211.3	2,370.0	2,211.3
Derivative financial instruments	15	134.2	75.3	123.0	73.2
Debt issued and other borrowed funds	25	1,198.8	1,566.5	1,198.8	1,566.5
Liabilities arising on securitisation of other assets	25	812.7	732.3	-	-
Other liabilities	28	57.4	35.0	51.6	31.0
Subordinated debt	26	71.5	70.7	71.5	70.7
Total liabilities		4,644.6	4,691.1	3,814.9	3,952.7
Total equity		598.1	683.9	587.5	678.5
Equity					
Share capital	29	291.7	291.7	291.7	291.7
Retained earnings	30	297.0	364.2	275.0	352.9
Other reserves	31	9.4	28.0	20.8	33.9
Total equity		598.1	683.9	587.5	678.5

Statement of Changes in Equity

$'m	Note	Consolidated Share capital	Consolidated Other reserves	Consolidated Retained earnings	Consolidated Total	Investec Bank (Australia) Limited Share capital	Investec Bank (Australia) Limited Other reserves	Investec Bank (Australia) Limited Retained earnings	Investec Bank (Australia) Limited Total
Balance at 1 April 2010		291.7	30.1	361.7	683.5	291.7	38.9	354.9	685.5
Reversal / appropriation for unforeseeable credit risks and future losses		-	(1.2)	1.2	-	-	(1.2)	1.2	-
Net unrealised gains / (losses) on foreign exchange, net of tax	31	-	1.5	-	1.5	-	1.5	-	1.5
Fair value movement on cash flow hedge, net of tax		-	3.4	-	3.4	-	-	-	-
Net change in available-for-sale investments, net of tax		-	(5.8)	-	(5.8)	-	(5.5)	-	(5.5)
Net income recognised directly to equity		-	-	-	-	-	-	-	-
Profit / (loss) for the year		-	-	1.3	1.3	-	-	(3.2)	(3.2)
At 31 March 2011		291.7	28.0	364.2	683.9	291.7	33.9	352.9	678.4
Reversal / appropriation for unforeseeable credit risks and future losses		-	(4.4)	4.4	-	-	(4.4)	4.4	-
Net unrealised gains / (losses) on foreign exchange, net of tax	31	-	-	-	-	-	-	-	-
Fair value movement on cash flow hedge, net of tax		-	(6.9)	-	(6.9)	-	(1.4)	-	(1.4)
Net change in available-for-sale investments, net of tax		-	(7.3)	-	(7.3)	-	(7.3)	-	(7.3)
Net income recognised directly to equity		-	-	-	-	-	-	-	-
Profit / (loss) for the year		-	-	(71.6)	(71.6)	-	-	(82.3)	(82.3)
At 31 March 2012		291.7	9.4	297.0	598.1	291.7	20.8	275.0	587.5

Cash Flow Statement

For the year ended 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m	Notes	2012	2011	2012	2011
Cash flows from operating activities					
Interest and similar income		381.3	409.2	306.1	328.8
Interest expense and similar charges		(283.1)	(294.4)	(221.8)	(232.0)
Fees, income and receipts from customers		43.1	53.7	36.3	19.3
Trust distribution received		0.3	0.1	0.3	-
Payments to suppliers and employees		(135.3)	(160.4)	(119.0)	(142.7)
	32	6.3	8.2	1.9	(26.6)
(Increase) / decrease in operating assets and liabilities:					
Net increase in loans and other receivables		202.9	(383.2)	340.6	(480.7)
Net increase in available-for-sale bonds and floating rate notes		(24.3)	(307.6)	(24.3)	(307.6)
Net increase in trading securities		(10.0)	-	(10.0)	-
Proceeds from sale of equity investments		6.0	30.5	6.0	30.5
Net proceeds of trading securities and derivatives		(11.3)	(41.0)	(14.4)	(48.7)
Net proceeds from deposits		158.2	494.9	158.2	494.9
Net cash from operating activities before income tax		327.8	(198.2)	458.0	(338.2)
Income tax received / (paid)		(5.6)	4.0	(5.6)	4.0
Net cash flows from operating activities		322.2	(194.2)	452.4	(334.2)
Cash flows from investing activities					
(Purchase) / disposal of assets held for sale		(24.5)	(44.1)	(10.8)	(19.1)
Dividend received		0.6	0.9	1.6	0.9
Sale / (purchase) of equity accounted investments		(5.5)	0.5	-	0.5
Proceeds from / (expenditure on) intangible assets		(4.3)	(2.2)	(4.3)	-
Acquisition of plant and equipment		(10.4)	(2.0)	(10.4)	(2.0)
Net cash flows from investing activities		(44.1)	(46.9)	(23.9)	(19.7)
Cash flows from financing activities					
Advances (to) / from related parties		1.9	31.6	-	(15.9)
Proceeds from issue of subordinated debt		-	50.0	-	50.0
Redemption of subordinated debt		-	(22.7)	-	(22.7)
Proceeds from issue of notes		219.0	76.5	4.2	76.5
Repayment of notes		(485.1)	(561.9)	(350.8)	(441.0)
Repayments / (extensions) of borrowings by related parties		(21.2)	(7.5)	(21.1)	(20.3)
Net cash flows (to) / from financing activities		(285.4)	(434.0)	(367.7)	(373.4)
Net increase / (decrease) in cash and cash equivalents		(7.3)	(675.1)	60.8	(727.3)
Cash and cash equivalents at beginning of the year		388.9	1,064.0	281.8	1,009.1
Cash and cash equivalents at end of year	13, 32	381.6	388.9	342.6	281.8

1) Corporate information

Investec Bank (Australia) Limited is a company limited by shares that is incorporated and domiciled in Australia. Its ultimate Australian parent entity is Investec Holdings Australia Limited. Its ultimate parent is Investec plc, a UK entity listed on the London Stock Exchange.

The financial report of Investec Bank (Australia) Limited for the year ended 31 March 2012 was authorised for issue in accordance with a resolution of the directors on 15 June 2012.

2) Summary of significant accounting policies

(a) Basis of Preparation

In this financial report Investec Bank (Australia) Limited is referred to as "IBAL" or "the Bank". "Investec Australia" or "Consolidated Entity" consists of the Chief Entity (IBAL) and its controlled entities.

The financial report is a general-purpose financial report, which has been prepared in accordance with the requirements of the Corporations Act 2001 and Australian Accounting Standards. The financial report has also been prepared on a historical cost basis, except for derivative financial instruments, trading securities, bullion, available-for-sale investments and properties, which have been measured at fair value. The carrying values of recognised assets and liabilities that are hedged items in fair value hedges, and are otherwise carried at cost, are adjusted to record changes in the fair values attributable to the risks that are being hedged.

(b) Basis of consolidation

The consolidated financial statements comprise the financial statements of Investec Bank (Australia) Limited and its subsidiaries as at 31 March each year.

The financial statements of the subsidiaries are prepared for the same reporting period as the Chief Entity, using consistent accounting policies. In preparing the consolidated financial statements, all inter-company balances and transactions, income and expenses and profit and losses resulting from intra-group transactions have been eliminated in full.

Subsidiaries are fully consolidated from the date on which control is transferred to Investec Australia and cease to be consolidated from the date on which control is transferred out of Investec Australia.

The acquisition of subsidiaries is accounted for using the acquisition method of accounting. The acquisition method of accounting involves allocation of the cost of the business combination to the fair value of the assets acquired and the liabilities and contingent liabilities assumed at the date of acquisition.

(c) Statement of compliance

The financial report complies with Australian Accounting Standards and International Financial Reporting Standards.

When a new Accounting Standard is first adopted, any change in accounting policy is accounted for in accordance with the specific transitional provisions (if any), otherwise retrospectively.

Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet effective have not been adopted by Investec Australia for the annual reporting year ended 31 March 2012. These are outlined in the table below.

(i) Standards adopted during the year

Standards and interpretations applied for the first time:

AASB 124 (revision) - Related party disclosures - The revision has not had a material effect on the financial statements.

AASB 2009 - 12 - Amendments to Australian Accounting Standards - The introduction has not had a material effect on the financial statements.

AASB 2010 - 4 - Amendments to Australian Accounting Standards arising from the Annual Improvements Project - The introduction has not had a material effect on the financial statements.

AASB 2010 - 5 - Amemdments to Australian Accounting Standards - The introduction has not had a material effect on the financial statements.

(ii) Accounting standards issued but not yet effective

Reference	Title	Summary	Application date of standard*	Impact on the financial report	Application date
AASB 9	Financial Instruments	AASB 9 includes requirements for the classification and measurement of financial assets. It was further amended by AASB 2010-7 to reflect amendments to the accounting for financial liabilities. These requirements improve and simplify the approach for classification and measurement of financial assets compared with the requirements of AASB 139. The main changes are described below. (a) Financial assets that are debt instruments will be classified based on (1) the objective of the entity's business model for managing the financial assets; (2) the characteristics of the contractual cash flows. (b) Allows an irrevocable election on initial recognition to present gains and losses on investments in equity instruments that are not held for trading in other comprehensive income. Dividends in respect of these investments that are a return on investment can be recognised in profit or loss and there is no impairment or recycling on disposal of the instrument. (c) Financial assets can be designated and measured at fair value through profit or loss at initial recognition if doing so eliminates or significantly reduces a measurement or recognition inconsistency that would arise from measuring assets or liabilities, or recognising the gains and losses on them, on different bases.	1 January 2013	The amendments are expected to directly impact on the measurement and / or recognition of amounts under the current AASB's. It is not possible for Investec Australia to determine this impact as yet.	1 April 2013

*designates the beginning of the applicable annual reporting period unless otherwise stated

(ii) Accounting standards issued but not yet effective (continued)

Reference	Title	Summary	Application date of standard*	Impact on the financial report	Application date
AASB 9 (continued)	Financial Instruments (continued)	(d) Where the fair value option is used for financial liabilities the change in fair value is to be accounted for as follows: (a) The change attributable to changes in credit risk are presented in other comprehensive income (OCI). (b) The remaining change is presented in profit or loss. If this approach creates or enlarges an accounting mismatch in the profit or loss, the effect of the changes in credit risk are also presented in profit or loss. Consequential amendments were also made to other standards as a result of AASB 9, introduced by AASB 2009-11 and superseded by AASB 2010-7 and 2010-10.			
AASB 1054	Australian Additional Disclosures	This standard is as a consequence of phase 1 of the joint Trans-Tasman Convergence project of the AASB and FRSB. This standard, with AASB 2011-1 relocates all Australian specific disclosures from other standards to one place and revises disclosures in the following areas: (a) Compliance with Australian Accounting Standards (b) The statutory basis or reporting framework for financial statements (c) Whether the entity is a for-profit or not-for-profit entity (d) Whether the financial statements are general purpose or special purpose (e) Audit fees (f) Imputation credits	1 July 2011	Impact to the financial report is expected to be minimal.	1 April 2012

*designates the beginning of the applicable annual reporting period unless otherwise stated

(ii) Accounting standards issued but not yet effective (continued)

Reference	Title	Summary	Application date of standard*	Impact on the financial report	Application date
AASB 2010-6	Amendments to Australian Accounting Standards – Disclosures on Transfers of Financial Assets [AASB 1 & AASB 7]	The amendments increase the disclosure requirements for transactions involving transfers of financial assets. Disclosures require enhancements to the existing disclosures in IFRS 7 where an asset is transferred but is not derecognised and introduce new disclosures for assets that are derecognised but the entity continues to have a continuing exposure to the asset after the sale.	1 July 2011	The impact on the financial report has yet to be determined.	1 April 2012
AASB 2010-9	Amendments to Australian Accounting Standards – Severe Hyperinflation and Removal of Fixed Dates for First-time adopters [AASB 1]	In respect of the removal of fixed dates, the amendments provide relief for first-time adopters of Australian Accounting Standards from having to reconstruct transactions that occurred before their date of transition to Australian Accounting Standards. The amendments in respect of severe hyperinflation provide guidance for entities emerging from severe hyperinflation either to resume presenting Australian Accounting Standards financial statements or to present Australian Accounting Standards financial statements for the first time.	1 July 2011	Impact to the financial report is expected to be minimal.	1 April 2012
AASB 2011-5**	Amendments to Australian Accounting Standards – Extending Relief from Consolidation, the Equity Method and Proportionate Consolidation [AASB 127, AASB 128 & AASB 131]	This Standard makes amendments to: > AASB 127 Consolidated and Seperate Financial Statements > AASB 128 Investments in Associates > AASB 131 Interests in Joint Ventures to extend the circumstances in which an entity can obtain relief from consolidation, the equity method or proportionate consolidation, and relates primarily to those applying the reduced disclosure regime or not-for-profit entities.	1 July 2011	Impact to the financial report is expected to be minimal	1 April 2012
Interpretation 20	Stripping Costs in the Production Phase of a Surface Mine	This interpretation applies to stripping costs incurred during the production phase of a surface mine. Production stripping costs are to be capitalised as part of an asset, if an entity can demonstrate that it is probable future economic benefits will be realised, the costs can be reliably measured and the entity can identify the component of an ore body for which access has been improved. This asset is to be called the "stripping activity asset". The stripping activity asset shall be depreciated or amortised on a systematic basis, over the expected useful life of the identified component of the ore body that becomes more accessible as a result of the stripping activity. The units of production method shall be applied unless another method is more appropriate. Consequential amendments were also made to other standards via AASB 2011-12.	1 January 2013	Impact to the financial report is expected to be minimal.	1 April 2013

*designates the beginning of the applicable annual reporting period unless otherwise stated

(ii) Accounting standards issued but not yet effective (continued)

Reference	Title	Summary	Application date of standard*	Impact on the financial report	Application date
AASB 2010-8	Amendments to Australian Accounting Standards – Deferred Tax: Recovery of Underlying Assets	These amendments address the determination of deferred tax on investment property measured at fair value and introduce a rebuttable presumption that deferred tax on investment property measured at fair value should be determined on the basis that the carrying amount will be recoverable through sale. The amendments also incorporate SIC-21 Income Taxes – Recovery of Revalued Non-Depreciable Assets into AASB 112.	1 January 2012	Impact to the financial report is expected to be minimal.	1 April 2012
AASB 2011-3	Amendments to Australian Accounting Standards – Orderly Adoption of Changes to the ABS GFS Manual and Related Amendments [AASB 1049]	This Standard makes amendments including clarifying the definition of the ABS GFS Manual, facilitating the orderly adoption of changes to the ABS GFS Manual and related disclosures to AASB 1049. Amendments to Australian Accounting Standards – Improvements to AASB 1049 can be found in AASB 2011-13.	1 July 2012	Impact to the financial report is expected to be minimal.	1 April 2013
AASB 2011-9	Amendments to Australian Accounting Standards - Presentation of Other Comprehensive Income [AASB 101]	This Standard requires entities to group items presented in other comprehensive income on the basis of whether they might be reclassified subsequently to profit or loss and those that will not.	1 July 2012	Impact to the financial report is expected to be minimal.	1 April 2013
AASB 119	Employee Benefits	The main change introduced by this standard is to revise the accounting for defined benefit plans. The amendment removes the options for accounting for the liability, and requires that the liabilities arising from such plans is recognized in full with actuarial gains and losses being recognized in other comprehensive income. It also revised the method of calculating the return on plan assets. The revised standard changes the definition of short-term employee benefits. The distinction between short-term and other long-term employee benefits is now based on whether the benefits are expected to be settled wholly within 12 months after the reporting date. Consequential amendments were also made to other standards via AASB 2011-10.	1 January 2013	Impact to the financial report is expected to be minimal.	1 April 2013

*designates the beginning of the applicable annual reporting period unless otherwise stated

(ii) Accounting standards issued but not yet effective (continued)

Reference	Title	Summary	Application date of standard*	Impact on the financial report	Application date
AASB 2011-4	Amendments to Australian Accounting Standards to Remove Individual Key Management Personnel Disclosure Requirements [AASB 124]	This Amendment deletes from AASB 124 individual key management personnel disclosure requirements for disclosing entities that are not companies.	1 July 2013	Impact to the financial report is expected to be minimal.	1 April 2014
AASB 10	Consolidated Financial Statements	AASB 10 establishes a new control model that applies to all entities. It replaces parts of AASB 127 Consolidated and Separate Financial Statements dealing with the accounting for consolidated financial statements and UIG-112 Consolidation – Special Purpose Entities. The new control model broadens the situations when an entity is considered to be controlled by another entity and includes new guidance for applying the model to specific situations, including when acting as a manager may give control, the impact of potential voting rights and when holding less than a majority voting rights may give control. Consequential amendments were also made to other standards via AASB 2011-7.	1 January 2013	The impact on the financial report has yet to be determined.	1 April 2013

*designates the beginning of the applicable annual reporting period unless otherwise stated

(ii) Accounting standards issued but not yet effective (continued)

Reference	Title	Summary	Application date of standard*	Impact on the financial report	Application date
AASB 11	Joint Arrangements	AASB 11 replaces AASB 131 Interests in Joint Ventures and UIG-113 Jointly- controlled Entities – Non-monetary Contributions by Ventures. AASB 11 uses the principle of control in AASB 10 to define joint control, and therefore the determination of whether joint control exists may change. In addition it removes the option to account for jointly controlled entities (JCEs) using proportionate consolidation. Instead, accounting for a joint arrangement is dependent on the nature of the rights and obligations arising from the arrangement. Joint operations that give the venturers a right to the underlying assets and obligations themselves is accounted for by recognising the share of those assets and obligations. Joint ventures that give the venturers a right to the net assets is accounted for using the equity method. Consequential amendments were also made to other standards via AASB 2011-7 and amendments to AASB 128.	1 January 2013	Impact to the financial report is expected to be minimal.	1 April 2013
AASB 12	Disclosure of Interests in Other Entities	AASB 12 includes all disclosures relating to an entity's interests in subsidiaries, joint arrangements, associates and structures entities. New disclosures have been introduced about the judgements made by management to determine whether control exists, and to require summarised information about joint arrangements, associates and structured entities and subsidiaries with non-controlling interests.	1 January 2013	The impact on the financial report has yet to be determined.	1 April 2013
AASB 13	Fair Value Measurement	AASB 13 establishes a single source of guidance for determining the fair value of assets and liabilities. AASB 13 does not change when an entity is required to use fair value, but rather, provides guidance on how to determine fair value when fair value is required or permitted. Application of this definition may result in different fair values being determined for the relevant assets. AASB 13 also expands the disclosure requirements for all assets or liabilities carried at fair value. This includes information about the assumptions made and the qualitative impact of those assumptions on the fair value determined.	1 January 2013	The impact on the financial report has yet to be determined.	1 April 2013

*designates the beginning of the applicable annual reporting period unless otherwise stated

(d) Significant accounting judgements, estimates and assumptions

Investec Australia makes estimates and assumptions that affect the reported amounts of assets, liabilities, income and expenses within the financial year ended 31 March 2012. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

(i) Impairment losses on loans and receivables

Investec Australia reviews its loan portfolio to assess for indication of impairment at least on a quarterly basis. In determining whether an impairment loss should be recorded, we make judgement as to whether there is observable data indicating that there is a measurable decrease in the estimated future cash flows from loan or portfolio loans. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

(ii) Fair value of financial instruments

The fair value of financial instruments that are not quoted in active markets are determined by using valuation techniques. To the extent practical, models use only observable data, however areas such as credit risk (both own and counterparty), probability of default, volatilities and correlations require management to make estimates.

Changes in assumptions about these factors could affect the reported fair value of financial instruments.

(iii) Impairment of available for-sale equity investments

Investec Australia determines that available-for-sale equity investments are impaired when there has been a significant and prolonged decline in the fair value below its cost. This determination of what is significant and prolonged requires judgement. In making this judgement, we evaluate among other factors, the normal volatility in share price. In addition, impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance, changes in technology, and operational and financing cash flows.

(iv) Fair value of properties

Investec Australia determines the fair value of properties from third party or director valuations.

(e) Business combinations

The acquisition method of accounting is used to account for all business combinations regardless of whether equity instruments or other assets are acquired. Cost is measured as the fair value of the assets given, shares issued or liabilities incurred or assumed at the date of exchange plus costs directly attributable to the combination. Where equity instruments are issued in a business combination, the fair value of the instruments is determined using valuation techniques. Transaction costs arising on the issue of equity instruments are recognised directly to equity.

Except for non-current assets or assets classified as held for sale (which are measured at the lower of their carrying amount and fair value), all identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of the business combination over the net fair value of Investec Australia's share of the identifiable net assets acquired is recognised as goodwill. If the cost of acquisition is less than Investec Australia's share of the net fair value of the identifiable net assets of the subsidiary, the difference is recognised as a gain in the Statement of Comprehensive Income, but only after a reassessment of the identification and measurement of the net assets acquired.

When settlement of any part of the consideration is deferred, the amounts payable in the future are discounted to their present value as at the date of exchange. The discount rate used is the entity's incremental borrowing rate, being the rate at which a similar borrowing could be obtained from independent financier under comparable terms and conditions.

(f) Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to Investec Australia and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised:

(i) Fee and commission income and expense

Fees and commissions are generally recognised on an accrual basis when the service has been provided. Loan commitment fees for loans that are likely to be drawn down are deferred (together with related direct costs) and recognised as an adjustment to the effective interest rate on the loan. Loan syndication fees are recognised as revenue when the syndication has been completed and IBAL has retained no part of the loan package, and if a portion has been retained it is at the same effective interest rate as the other participants. Commission and fees arising from negotiating, or participating in the negotiation of a transaction for a third party are recognised on completion of the underlying transaction. Portfolio and other management advisory and service fees are recognised based on the applicable service contracts, usually on a time-apportionate basis. Asset management fees related to investment funds are recognised over the period the service is provided. The same principle is applied for wealth management, financial planning and custody services that are continuously provided over an extended period of time. Fee and commission expenses are paid when the contractual obligations have passed to the third party.

(ii) Interest and similar income and expense

Interest income and expense are recognised in the Statement of Comprehensive Income for all instruments measured at amortised cost using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, we estimate cash flows considering all contractual terms of the financial instrument but do not consider future credit losses. The calculation includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

(iii) Dividends

Dividend revenue is recognised when Investec Australia's right to receive the payment is established.

(iv) Investment and trading income

Results arising from trading include all gains and losses from changes in fair value and related interest income or expense and dividends for financial assets and financial liabilities held for trading. This includes any ineffectiveness recorded in hedging transactions.

(v) Share of profit / (loss) accounted for using the equity method

The post-acquisition results of associates are incorporated in the group's financial statements, using the equity method, from the effective dates of acquisition and up to the effective dates of disposal. The Statement of Comprehensive Income includes the group's proportionate share of the results of operations.

(g) Foreign currency translation

Both the functional and presentation currency of Investec Bank (Australia) Limited and its subsidiaries is Australian dollars ($). Transactions in foreign currencies are initially recorded in the functional currency by applying the exchange rates ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date.

All exchange differences in the consolidated financial report are taken to profit or loss with the exception of differences on foreign currency borrowings that provide a hedge against a net investment in a foreign entity. These are taken directly to equity until the disposal of the net investment, at which time they are recognised in profit or loss.

Tax charges and credits attributable to exchange differences on those borrowings are also recognised in equity.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the date of the initial transaction. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

The assets and liabilities of foreign equity accounted investments are translated at exchange rates prevailing at balance sheet date. Exchange variations resulting from the translation are recognised in the foreign currency translation reserve.

(h) Cash and liquid assets and loans and advances to banks

Cash and liquid assets includes cash on hand and in banks, Reserve Bank of Australia settlement accounts, bullion (refer to note 2 (i)), bank bills with a term of three months or less, and short-term deposits. Cash at bank earns interest at floating rates based on daily bank deposit rates. They are brought to account at the face value or the gross value of the outstanding balance.

For the purposes of the cash flow statement, cash and cash equivalents comprise of all instruments listed above excluding short term deposits not available for day to day operations.

(i) Bullion

Gold and silver bullion are principally acquired with the purpose of selling in the near future and generating a profit from fluctuations in price or broker-traders' margin. They are measured as traded assets at fair (market) value. Any unrealised movements in fair value of these stocks are recognised in the Statement of Comprehensive Income.

(j) Other assets

(i) Trade and other receivables

Trade and other receivables are carried at amortised cost and represent receivables for services provided prior to the end of the financial year that are not received and arise when the service obligation has been provided.

(ii) Trading properties

Trading properties are carried at the lower of cost or net realisable value.

(k) Financial instruments – initial recognition and subsequent measurement

(i) Date of recognition

Purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the marketplace are recognised on the trade date, i.e. the date that Investec Australia commits to purchase or sell the asset. Derivatives are recognised on trade date basis.

(ii) Initial recognition of financial instruments

The classification of financial instruments at initial recognition depends on the purpose for which the financial instruments were acquired and their characteristics. All financial instruments are measured initially at their fair value plus, in the case of financial assets and financial liabilities not at fair value through profit or loss, any directly attributable incremental costs of acquisition or issue.

(iii) Derivatives recorded at fair value through profit or loss

Investec Australia uses derivative financial instruments as risk management tools and as part of its trading activities. Derivatives include interest rate swaps and futures, foreign exchange (including bullion) spot, forwards, swaps and options, credit default swaps, and base metal spot and forwards. Derivatives are recorded at fair value and carried as assets when their fair value is positive and as liabilities when their fair value is negative. Changes in the fair value of derivatives held for trading are included in the notes to the Statement of Comprehensive Income in the line “Gains less losses arising from trading securities and derivatives”.

Derivatives embedded in other financial instruments, such as the conversion option in an acquired convertible bond, are treated as separate derivatives and recorded at fair value if their economic characteristics and risks are not closely related to those of the host contract, and the host contract is not itself held for trading or designated at fair value through the profit or loss. The embedded derivatives separated from the host are carried at fair value in the trading portfolio with changes in fair value recognised in the Statement of Comprehensive Income.

(iv) Financial assets and liabilities held for trading

Financial assets or financial liabilities held for trading, comprising financial instruments held for trading other than derivatives, are recorded in the Statement of Financial Position at fair value. Changes in fair value are recognised in the Statement of Comprehensive Income in the line “Gains less losses arising from trading securities and derivatives” according to the terms of the contract, or when the right to the payment has been established.

Included in this classification are debt securities, equities, commodities and short positions in debt securities and securities which have been acquired principally for the purpose of selling or repurchasing in the near term.

(l) Financial assets or financial liabilities designated at fair value through profit or loss

Financial assets and financial liabilities classified in this category are designated on initial recognition when the following criteria are met:

- The designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognising gains or losses on them on a different basis; or
- The assets and liabilities are part of a group of financial assets, financial liabilities or both which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy; or
- The financial instrument contains an embedded derivative, unless the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

Financial assets and financial liabilities at fair value through profit or loss are recorded in the Statement of Comprehensive Income at fair value. Changes in fair value are recorded through the profit or loss. Interest earned or incurred is accrued in interest income or expense, respectively, according to the terms of the contract.

Included in this classification are loans and receivables to customers economically hedged by credit derivatives which do not qualify for hedge accounting as well as structured notes which are managed at fair value.

(m) "Day 1" profit

Where the transaction price in a non-active market is different to the fair value from other observable current market transactions in the same instrument or based on a valuation technique whose variables include only data from observable markets, we immediately recognis the difference between the transaction price and fair value (a "Day 1" profit) in the notes to the Statement of Comprehensive Income in "Gains less losses arising from trading securities and derivatives".

In cases where use is made of data which is not observable, the difference between the transaction price and model value is only recognised in the Statement of Comprehensive Income when inputs become observable, or when the instrument is derecognised.

(n) Loans and advances to customers

Loans and advances to customers are financial assets with fixed or determined payments and fixed maturities that are not quoted in an active market. They are not entered into with the intention of immediate or short-term resale and are not classified as financial assets held for trading or designated as available-for-sale investments.

After initial measurement, loans and advances to customers are subsequently measured at amortised cost using the effective interest rate method, less allowance for impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the effective interest rate. The amortisation is included in "Interest income" in the Statement of Comprehensive Income. The losses arising from impairment of such investments are recognised in the Statement of Comprehensive Income line "Impairment losses on financial assets".

(o) Available-for-sale financial investments

Available for sale financial investments comprise: trading book securities, sovereign debt securities, bank debt securities, other debt securities and the investment portfolio

Available-for-sale financial investments are those which are designated as such or do not qualify to be classified as designated at fair value through profit or loss, held-to-maturity or loans and receivables. They include trading book securities, sovereign debt securities, bank debt securities, other debt securities and listed and unlisted investments.

After initial measurement, available-for-sale financial investments are subsequently measured at fair value. Unrealised gains and losses are recognised directly in equity in "Other Reserves". When the security is disposed of, the cumulative gain or loss previously recognised in equity is recognised in the Statement of Comprehensive Income in "Gains less losses arising from available-for-sale investments". Where Investec Australia holds more than one investment in the same security they are deemed to be disposed of on a first-in first-out basis. Interest earned whilst holding available-for-sale financial investments is reported as interest income using the effective interest rate. Dividends earned whilst holding available-for-sale financial investments are recognised in the Statement of Comprehensive Income when the right of the payment has been established. The losses arising from impairment of such investments are recognised in the Statement of Comprehensive Income in "Impairment losses on financial assets" and removed from the available-for-sale reserve.

(p) Assets held for sale

Assets that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale. Immediately before classification as held for sale, the assets are re-measured in accordance with Investec Australia's accounting policies. Thereafter the assets are measured at the lower of their carrying amount and fair value less cost to sell.

(q) Derecognition of financial assets and financial liabilities

(i) Financial assets

A financial asset (or, when applicable a part of a financial asset or part of a group of similar financial assets) is derecognised where:

- The rights to receive cash flows from the asset have expired; or
- We have transferred the rights to receive cash flows from the asset or have assumed an obligation to pay the received cash flows in full without material delay to a third party under a "pass-through" arrangement; and
- Either (a) we have transferred substantially all the risks and rewards of the asset, or (b) we have neither transferred nor retained substantially all the risks and rewards of the asset, but have transferred control of the asset.

When Investec Australia has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of Investec Australia's continuing involvement in the asset.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that could be required to repay.

Where continuing involvement takes the form of a written and/or purchase option (including a cash-settlement option or similar provision) on the transferred asset, the extent of Investec Australia's continuing involvement is the amount of the transferred asset that may repurchase, except that in the case of a written put option (including a cash-settled option or similar provision) on an asset measured at fair value, the extent of Investec Australia's continuing involvement is limited to the lower of the fair value of the transferred asset and the option exercise price.

(ii) Securitisation

As part of its operational activities, Investec Australia securitises financial assets, generally through the sale of these assets to special purposes entities which issue securities to investors. The transferred assets may qualify for derecognition in full or in part. Interests in the securitised financial assets may be retained and are primarily classified as loans and receivables. Gains or losses on securitisations are based on the carrying amount of the financial assets derecognised and the retained interest, based on their relative fair values at the date of the transfer.

(iii) Financial liabilities

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognised in profit or loss.

(r) Determination of fair value

The fair value for financial instruments traded in active markets at the balance sheet date is based on their quoted market price of dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs.

Where stocks of gold and silver bullion are principally acquired with the purpose of selling in the near future and generating a profit from fluctuations in price or broker-traders' margin, they are measured as traded assets at fair (market) value. Any unrealised movements in fair value of these stocks are recognised in the Statement of Comprehensive Income.

For all other financial instruments not listed in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include net present value techniques, comparison to similar instruments for which market observable prices exist, options pricing models and other relevant calculation models.

(s) Impairment of financial assets

Investec Australia assesses at each balance sheet date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the borrower or a group of borrowers is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

(i) Due from banks and loans and advances to customers

For amounts due from banks and loans and advances to customers carried at amortised cost, we first assesses whether objective evidence of impairment exists for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If we determine that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in the group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of future cash flows (excluding future expected credit losses that have not yet been incurred).

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the Statement of Comprehensive Income. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to Investec Australia. If a write-off is later recovered, the recovery is credited to "Impairment losses on financial assets" in the Statement of Comprehensive Income.

The present value of the estimate future cash flows is discounted at the financial asset's original effective interest rate. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate. The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of Investec Australia's internal credit grading system that considers credit risk characteristics such as asset type, industry, geographical location, collateral type, past-due status and other relevant factors.

Future cash flows on group of financial assets that are collectively evaluated for impairment are estimated on the basis of historical loss experience for assets with credit risk characteristics similar to those in the group.

Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the years on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not exist currently. Estimates of changes in future cash flows reflect, and are directionally consistent with, changes in related observable data from year to year (such as changes in unemployment rates, property prices, commodity prices, payment status, or other factors that are indicative of incurred losses in the group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experiences.

(ii) Held-to-maturity financial investments

For held-to-maturity investments we assess individually whether there is objective evidence of impairment. If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows. The carrying amount of the asset is reduced and the amount of the loss is recognised in the Statement of Comprehensive Income.

If, in a subsequent year, the amount of the estimated impairment loss decreased because of an event occurring after the impairment was recognised, any amounts formerly charged are credited to the Statement of Comprehensive Income.

(iii) Available-for-sale financial investments

For available-for-sale financial investments, we assess at each balance sheet date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as available-for-sale, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. Where there is evidence of impairment, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the Statement of Comprehensive Income – is removed from equity and recognised in the Statement of Comprehensive Income. Impairment losses on equity investments are not reversed through the Statement of Comprehensive Income; increases in their fair value after impairment are recognised directly in equity.

In the case of debt instruments classified as available-for-sale, impairment is assessed based on the same criteria as financial assets carried at amortised cost.

Interest continues to be accrued at the original effective interest rate on the reduced carrying amount of the asset and is recorded as part of "Interest and similar income". If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in the Statement of Comprehensive Income, the impairment loss is reversed through the Statement of Comprehensive Income.

(iv) Renegotiated loans

Where possible, Investec Australia seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, the loan is no longer considered past due. Management continuously reviews renegotiated loans to ensure that all criteria are met and that future payments are likely to occur. The loans continue to be subject to an individual or collective impairment assessment, calculated using the loan's original effective interest rate.

(t) Hedge accounting

Investec Australia makes use of derivative instruments to manage exposures to interest rate, foreign currency and credit risks, including exposures arising from forecast transactions. In order to manage particular risks, we apply hedge accounting for transactions which meet the specified criteria.

At inception of the hedge relationship, we formally document the relationship between the hedged item and the hedging instrument, including the nature of the risk, the objective and strategy for undertaking the hedge and the method that will be used to assess the effectiveness of the hedging relationship.

Also at the inception of the hedge relationship, a formal assessment is undertaken to ensure the hedging instrument is expected to be highly effective in offsetting the designated risk in the hedged item. Hedges are formally assessed each quarter. A hedge is regarded as highly effective if the changes in fair value or cash flows attributable to the hedged risk during the period for which the hedge is designated are expected to offset in a range of 80% to 125%. For situations where that hedged item is a forecast transaction, we assess whether the transactions is highly probable and presents an exposure to variations in cash flows that could ultimately affect the Statement of Comprehensive Income.

(i) Cash flow hedges

For designated and qualifying cash flow hedges, the effective portion of the gain or loss on the hedging instrument is initially recognised directly in equity in the cash flow hedge reserve. The ineffective portion of the gain or loss on the hedging instrument is recognised immediately in the Statement of Comprehensive Income in "Gains less losses arising from trading securities and derivatives".

When the hedged cash flow affects the Statement of Comprehensive Income, the gain or loss on the hedging instrument is "recycled" in the corresponding income or expense line of the Statement of Comprehensive Income. When a hedging instrument expires, or is sold, terminated, exercised, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss existing in equity at that time remains in equity and is recognised when the hedged forecast transaction is ultimately recognised in the Statement of Comprehensive Income. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately transferred to the Statement of Comprehensive Income in principal transactions in "Gains less losses arising from trading securities and derivatives".

(ii) Fair value hedges

For designated and qualifying fair value hedges, the change in the fair value of a hedge derivative is recognised in the Statement of Comprehensive Income in "Gains less losses arising from trading securities". The change in the fair value of the hedged item attributable to the risk hedged is recorded as part of the carrying value of the hedged item and is also recognised in the Statement of Comprehensive Incomes in principal transactions in "Gains less losses arising from trading securities and derivatives".

If the hedging instrument expires or is sold, terminated or exercised, or where the hedge no longer meets the criteria for hedge accounting, the hedge relationship is terminated. For hedged items recorded at amortised cost, using the effective interest rate method, the difference between the carrying value of the hedged item on termination and the face value is amortised over the remaining term of the original hedge. If the hedged item is derecognised, the unamortised fair value adjustment is recognised immediately in the Statement of Comprehensive Income.

(iii) Hedge of a net investment

Hedges of net investments in a foreign operation, including a hedge of monetary items that is accounted for as part of the net investment, are accounted for in a way similar to cash flow hedges.

Gains or losses on the hedging instrument relating to the effective portion of the hedge are recognised directly in equity while any gains or losses relating to the ineffective portion are recognised in the Statement of Comprehensive Income in principal transactions in "Gains less losses arising from trading securities and derivatives". On disposal of the foreign operation, the cumulative value of any such gains or losses recognised directly in equity is transferred to the Statement of Comprehensive Income.

(u) Offsetting financial instruments

Financial assets and financial liabilities are offset and the net amount reported in the Statement of Financial Position if, and only if, there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously. This is not generally the case with master netting arrangements, and the related assets and liabilities are presented gross in the Statement of Financial Position.

(v) Leases

(i) As a Lessee

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

Finance leases, which transfer to Investec Australia substantially all the risks and benefits incidental to ownership of the leased item, are capitalised at the inception of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability.

Finance charges are recognised as an expense in profit or loss.

Capitalised leased assets are depreciated over the shorter of the estimated useful life of the asset and the lease term if there is no reasonable certainty that we will obtain ownership by the end of the lease term.

Operating lease payments are recognised as an expense in the Statement of Comprehensive Income on a straight-line basis over the lease term. Lease incentives are recognised in the Statement of Comprehensive Income as an integral part of the total lease expense.

(ii) As a Lessor

A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership. The finance leases are recognised as assets in the Statement of Financial Position at amounts equal to the present value of the minimum lease payments. The discount rate used to calculate the present value of the minimum lease payments is the interest rate implicit in the lease. Minimum lease payments are apportioned between the finance charge and the outstanding lease balance. Finance charges are allocated to each period during the lease term so as to produce a constant periodic rate of return.

(w) Financial guarantees

Financial guarantees are initially recognised at fair value, being the premium received. Subsequent to initial recognition, the liability under each guarantee is measured at the higher of the amortised premium and the best estimate of expenditure required to settle any financial obligation arising as a result of the guarantee. Subsequent to initial measurement all changes in balance sheet carrying value are recognised in the Statement of Comprehensive Income.

(x) Sale and repurchase agreements (including securities borrowing and lending)

Where securities are sold subject to a commitment to repurchase them, they remain on balance sheet. Proceeds received are recorded as a liability on the balance sheet. Securities that are purchased under a commitment to resell the securities at a future date are not recognised on the balance sheet. The consideration paid is recognised as an asset.

Securities borrowing transactions that are not cash collateralised are not included in the balance sheet. Securities lending and borrowing transactions which are cash collateralised are accounted for in the same manner as securities sold or purchased subject to repurchase commitments.

(y) Investments accounted for using the equity method

Investec Australia's investments in its associates are accounted for using the equity method of accounting in the consolidated financial statements. An associate is an entity in which Investec Australia has significant influence and which is neither a subsidiary nor a joint venture.

Under the equity method, the investment in associates is carried in the consolidated balance sheet at cost plus post-acquisition changes in our share of net assets of associates. After application of the equity method, we determine whether it is necessary to recognise any additional impairment loss with respect to our net investment in associates.

The consolidated Statement of Comprehensive Income reflects Investec Australia's share of the results of operations of its associates.

Where there has been a change recognised directly in an associate's equity, we recognise its share of any changes and disclose this in the consolidated statement of change in equity.

The associate's accounting policies conform to those used by Investec Australia for like transactions and events in similar circumstances.

(z) Property, plant and equipment

Plant and equipment is stated at cost less accumulated depreciation and any accumulated impairment losses. Such cost includes the cost of replacing parts that are eligible for capitalisation when the cost of replacing the parts is incurred.

Similarly, when each major inspection is performed, its cost is recognised in the carrying amount of the plant and equipment as a replacement only if it is eligible for capitalisation.

Depreciation is provided on a diminishing value basis on all property, plant and equipment and is based on their expected useful lives.

	2012	2011
Office furniture and equipment	5 to 10 yrs	5 to 10 yrs
Computer equipment	2 to 3 yrs	2 to 3 yrs
Leasehold Improvements	5 to 10 yrs	5 to 10 yrs

The assets' residual values, useful lives and amortisation methods are reviewed, and adjusted if appropriate, at each financial year end.

(i) Impairment

The carrying values of plant and equipment are reviewed for impairment at each reporting date, with recoverable amount being estimated when events or changes in circumstances indicate that the carrying value may be impaired.

The recoverable amount of plant and equipment is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

For an asset that does not generate largely independent cash inflows, recoverable amount is determined for the cash-generating unit to which the asset belongs, unless the asset's value in use can be estimated to be close to its fair value.

An impairment exists when the carrying value of an asset or cash-generating unit exceeds its estimated recoverable amount. The asset or cash-generating unit is then written down to its recoverable amount.

(ii) Derecognition and disposal

An item of property, plant and equipment is derecognised upon disposal or when no further future economic benefits are expected from its use or disposal.

Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss in the year the asset is derecognised.

(aa) Goodwill

Goodwill acquired in a business combination is initially measured at cost being the excess of the cost of the business combination over Investec Australia's interest in the net fair value of the acquiree's identifiable assets, liabilities and contingent liabilities.

Goodwill is reviewed for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

Following initial recognition, goodwill is measured at cost less any accumulated impairment losses.

For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of our cash-generating units, or groups of cash-generating units, that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities are assigned to those units or groups of units. Each unit or group of units to which the goodwill is so allocated:

- Represents the lowest level at which the goodwill is monitored for internal management purposes; and
- Is not larger than a segment based on either the primary or the secondary reporting format determined in accordance with AASB 8 Operating Segments.

Impairment is determined by assessing the recoverable amount of the cash-generating unit (group of cash-generating units), to which the goodwill relates. When the recoverable amount of the cash-generating unit (group of cash-generating units) is less than the carrying amount, an impairment loss is recognised.

When goodwill forms part of a cash-generating unit (group of cash-generating units) and an operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this manner is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

Impairment losses recognised for goodwill are not subsequently reversed.

(bb) Intangible assets

Intangible assets include the value of computer software, wind farm and solar development assets and brand names acquired in a business combination. All intangible assets acquired separately are measured on initial recognition at cost.

The useful live's of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful economic life. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortisation period or method, as appropriate, and treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the Statement of Comprehensive Income in the expense category consistent with the function of the intangible asset.

Amortisation is calculated on a straight-line method to write down the cost of intangible assets to their residual values over their estimated useful lives as follows:

	2012	2011
Brand name	3 yrs	3 yrs
Computer software	7 yrs	7 yrs

(cc) Impairment of assets (except for financial assets and property, plant and equipment and goodwill)

Investec Australia assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, we make an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of its fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets and the asset's value in use cannot be estimated to be close to its fair value. In such cases the asset is tested for impairment as part of the cash-generating unit to which it belongs. When the carrying amount of an asset or cash-generating unit exceeds its recoverable amount, the asset or cash-generating unit is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. Impairment losses relating to continuing operations are recognised in those expense categories consistent with the function of the impaired asset unless the asset is carried at revalued amount (in which case the impairment loss is treated as a revaluation decrease). An assessment is also made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated.

A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case the carrying amount of the asset is increased to its recoverable amount.

That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in profit or loss unless the asset is carried at revalued amount, in which case the reversal is treated as a revaluation increase. After such a reversal the depreciation charge is adjusted in future periods to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining useful life.

(dd) Customer accounts

Customer accounts are brought to account at fair value plus directly attributable transaction costs at inception. Customer accounts are subsequently stated at amortised cost. Interest and yield related fees are taken to profit and loss based on the effective interest method when incurred.

Where we have hedged the deposits with derivative instruments, hedge accounting rules are applied (refer to Note 2(t) Hedge accounting).

(ee) Debt issued, subordinated loans and other borrowed funds

Debt issued, subordinated loans and other borrowed funds are brought to account at fair value plus directly attributable transaction costs at inception. Deposits and other public borrowings are subsequently stated at amortised cost. Interest and yield related fees are taken to profit and loss based on the effective interest method when incurred.

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method. Gains and losses are recognised in profit or loss when the liabilities are derecognised.

(ff) Other liabilities

(i) Trade and other payables

Trade payables and other payables are carried at amortised cost and represent liabilities for goods and services provided prior to the end of the financial year that are unpaid and arise when we become obliged to make future payments in respect of the purchase of these goods and services.

(ii) Provisions

Provisions are recognised when we have a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

When we expect some or all of a provision to be reimbursed, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the Statement of Comprehensive Income net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects the risks specific to the liability.

When discounting is used, the increase in the provision due to the passage of time is recognised as a borrowing cost.

(gg) Employee benefits

Provision is made for employee entitlement benefits accumulated as a result of employees rendering services up to the reporting date. These benefits include:

(i) Wages, salaries, and annual leave

Liabilities for wages and salaries, including non-monetary benefits, and annual leave expected to be settled within 12 months of the reporting date are recognised in other liabilities in respect of employees' services up to the reporting date.

They are measured at the amounts expected to be paid when the liabilities are settled. Liabilities for non accumulating sick leave are recognised when the leave is taken and are measured at the rates paid or payable.

(ii) Long service leave

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures, and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currencies that match, as closely as possible, the estimated future cash outflows.

(iii) Superannuation

Contributions are made by the Consolidated Entity to an employee superannuation fund and are recognised as an expense on an accrual basis.

(iv) Share based payments

Investec Australia engages in cash-settled share-based payments and in certain circumstances equity settled share-based payments in respect of services received from employees.

The fair value of the services received in respect of equity settled share-based payments is determined by reference to the fair value of the shares or share options on the date of grant to the employee. The cost of the share based payment is recognised over the vesting period of the grant in the Statement of Comprehensive Income on a straight-line basis, based on an estimate of the amount of instruments that will eventually vest.

A liability and expense in respect of cash settled share based payments is recognised over the vesting period of the grant in the Statement of Comprehensive Income on a straight-line basis, based on the fair value of the liability that will eventually vest. The liability is recognised at the current fair value as at each balance sheet date, based on an estimate of the amount of instruments that will eventually vest. Subsequent to vesting the liability is measured at fair value, with gains and losses recognised in the profit and loss account until such time as the liability is settled.

Fair value measurements are based on option pricing models, taking into account the risk-free interest rate, volatility of the underlying equity instrument, expected dividends and current share prices.

(v) Other employee benefits

The provision for other employee entitlements also includes liabilities for employee incentives under employee share plans and bonus schemes.

The level of these provisions has been determined in accordance with the requirements of AASB 119.

(hh) Income tax

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted by the balance sheet date.

Deferred income tax is provided on all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred income tax liabilities are recognised for all taxable temporary differences except:

- when the deferred income tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and that, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; or
- when the taxable temporary difference is associated with investments in subsidiaries, associates or interests in joint ventures, and the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.
- Deferred income tax assets are recognised for all deductible temporary differences, carry-forward of unused tax assets and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and the carry-forward of unused tax credits and unused tax losses can be utilised, except:
- when the deferred income tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; or
- when the deductible temporary difference is associated with investments in subsidiaries, associates or interests in joint ventures, in which case a deferred tax asset is only recognised to the extent that it is probable that the temporary difference will reverse in the foreseeable future and taxable profit will be available against which the temporary difference can be utilised.

The carrying amount of deferred income tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised.

Unrecognised deferred income tax assets are reassessed at each balance sheet date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the balance sheet date.

Income taxes relating to items recognised directly in equity are recognised in equity and not in profit or loss.

Deferred tax assets and deferred tax liabilities are offset only if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and liabilities relate to the same taxable entity and the same taxation authority.

Details of Investec Australia's tax consolidation group and the taxation of financial arrangements are disclosed in Note 10.

(ii) Goods and services tax

Revenues, expenses and assets are recognised net of the amount of GST except:

- when the GST incurred on a purchase of goods and services is not recoverable from the taxation authority, in which case the GST is recognised as part of the cost of acquisition of the asset or as part of the expense item as applicable; and
- Receivables and payables, which are stated with the amount of GST included.

The net amount of GST recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the balance sheet.

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the taxation authority

(jj) Share capital

Ordinary share capital is the amount of paid up capital from the issue of ordinary shares.

(kk) Fiduciary duties

The Bank and designated controlled entities act as Responsible Entity, Trustee and/or Manager and/or Custodian for a number of Managed Investment Schemes, Wholesale Investment Funds, Trusts and Approved Deposit Funds. Further details are shown in Note 37.

The assets and liabilities of these Schemes, Trusts and Funds are not included in the consolidated financial statements as the Bank does not have direct or indirect control of the Schemes, Trusts and Funds as defined by AASB 127: Consolidated and Separate Financial Statements. Commissions and fees earned in respect of the activities are included in the consolidated profit of the designated controlled entity.

(ll) Rounding

The financial report is presented in Australian dollars and all values have been rounded to the nearest hundred thousand dollars unless otherwise stated, under the option available to the company under ASIC Class Order 98/100.

(mm) Deferred consideration

Where settlement of any part of cash consideration is deferred, the amounts payable in the future are discounted to their present value as at the effective date of acquisition. The discount rate used is the entity's incremental borrowing rate.

(nn) Comparatives

Where necessary, comparative figures have been adjusted to conform with changes in presentation in these financial statements.

Year ended 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011
3) Interest income				
Cash and liquid assets	16.1	25.6	14.2	23.5
Available-for-sale investments	66.6	72.9	66.6	72.9
Loans and advances	299.3	307.8	226.1	229.5
Other	0.1	-	0.1	-
	382.1	406.3	307.0	325.9
4) Interest expense				
Customer accounts				
- On demand and short-time deposits	49.8	39.3	41.4	40.2
- Term deposits	85.6	72.9	85.6	73.2
Debt issued and other borrowed funds				
- Interest bearing notes payable	49.0	67.4	-	-
- Debt issued	76.7	85.5	78.3	85.5
- Related entities - wholly owned group	-	0.2	(1.6)	6.6
Subordinated loans	3.7	3.4	3.7	3.4
Government guarantee costs	15.8	18.8	15.8	18.8
Other	0.4	0.2	0.4	0.2
	281.0	287.7	223.6	227.9
5) Fee and commission income				
Corporate finance fees	31.7	19.8	24.1	8.5
Structuring and arrangement fees	19.3	38.9	16.9	34.3
Asset management and related fees	7.1	6.2	6.3	4.8
Other fees	0.5	0.4	0.5	0.1
Management fees received from subsidiaries	-	-	5.6	7.1
	58.6	65.3	53.4	54.8
6) Fee and commission expense				
Brokerage fees paid	5.5	6.4	1.3	2.1
	5.5	6.4	1.3	2.1
7) Investment and trading income				
Investment income				
Dividend income - available-for-sale securities	0.6	0.9	0.6	0.9
Dividend income - related entities - wholly owned group	-	-	1.0	10.4
Fair value adjustments	(12.9)	-	(12.9)	-
Trust distribution	0.3	0.1	0.3	-
Gains less losses arising from available-for-sale investments	1.1	11.3	0.1	11.3
Loss on buy back of government guaranteed debt	(2.1)	(2.5)	(2.1)	(2.5)
Income from trading properties	0.8	1.0	1.2	1.0
	(12.2)	10.8	(11.8)	21.1
Client flow trading income				
Gains less losses arising from trading securities and derivatives	16.4	11.6	16.4	11.5
FX translation gain less losses on non trading activities	0.1	2.6	0.1	2.6
	16.5	14.2	16.5	14.1
Trading income arising from Balance Sheet management activities				
Loss on cashflow hedge	(1.7)	(1.3)	(1.7)	(1.3)
	(1.7)	(1.3)	(1.7)	(1.3)

Year ended 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
8) Impairment losses on financial assets					
Specific impairment		58.4	36.0	58.8	37.2
Portfolio impairment		0.5	0.3	0.9	-
Investments written off		0.5	0.2	0.5	0.2
Bad debts recovered		(13.8)	(1.0)	(13.1)	(1.0)
Bad debts written off		58.5	14.0	54.6	11.7
		104.1	49.5	101.7	48.1
9) Other operating expenses					
Employee benefit expenses	(a)	110.5	98.3	112.4	98.2
Occupancy expenses	(b)	9.4	6.5	9.3	6.1
Asset expenses	(c)	2.5	2.4	2.5	2.2
Advertising and marketing		5.9	5.9	6.2	5.7
Travel and accommodation		4.0	3.2	3.8	2.7
Legal, compliance, consultancy and audit		8.6	11.3	5.7	7.9
Insurance		1.0	1.0	0.9	0.8
Printing, postage and stationery		1.0	1.0	1.0	1.0
Communication and information technology		3.9	3.4	3.9	3.2
Other expenses		5.2	7.5	3.7	6.9
		152.0	140.5	149.4	134.7
(a) Employee benefit expenses					
Remuneration		79.1	71.1	79.1	71.0
Annual leave and long service leave		0.3	1.0	0.3	1.0
Superannuation		5.1	4.8	5.1	4.8
Workers' compensation costs		0.7	0.8	0.7	0.8
Termination benefits		6.3	3.1	6.3	3.1
Share-based payments expense		10.9	6.7	10.9	6.7
Payroll tax		4.6	6.5	4.6	6.5
Other		3.5	4.3	5.4	4.3
		110.5	98.3	112.4	98.2
(b) Occupancy expenses					
Maintenance and repairs		0.6	0.5	0.5	0.1
Rental on operating leases		7.7	5.3	7.7	5.3
Depreciation - leasehold improvements		1.1	0.7	1.1	0.7
		9.4	6.5	9.3	6.1
(c) Asset expenses					
Depreciation		2.5	2.4	2.5	2.2
		2.5	2.4	2.5	2.2

Year ended 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011
10) Income tax				
The major components of income tax expense are:				
Statement of Comprehensive Income				
Current income tax				
Current income tax charge	38.5	1.3	41.7	10.1
Adjustments in respect of current income tax of previous year	(0.4)	-	(0.4)	-
Deferred income tax				
Relating to origination and reversal of temporary differences	(8.0)	(2.1)	(8.5)	(5.6)
Income tax (expense) / benefit reported in the Statement of Comprehensive Income	30.1	(0.8)	32.8	4.5
Statement of changes in equity				
Deferred income tax related to items charged or (credited) directly to equity				
Unrealised gain / (loss) on available-for-sale investments	(1.0)	(0.1)	(1.0)	(0.1)
Unrealised gain / (loss) on cash flow hedge reserve	(4.3)	(1.3)	(1.0)	-
Unrealised gain / (loss) on foreign currency translation reserve	-	(0.7)	-	(0.7)
Income tax expense reported in equity	(5.3)	(2.1)	(2.0)	(0.8)
A reconciliation between tax expense and the product of accounting profit before income tax multiplied by the applicable income tax rate is as follows:				
Accounting profit / (loss) before income tax	(101.7)	2.1	(115.1)	(7.7)
At the Group's statutory income tax rate of 30%	30.5	(0.6)	34.5	2.3
Dividends received - wholly owned group	-	-	-	3.1
Non taxable income	1.1	0.6	1.0	0.5
Other non deductible expenditure	(1.1)	(0.8)	(2.4)	(1.2)
Adjustments in respect of current income tax of previous year	(0.4)	-	(0.4)	-
Other	-	-	0.1	(0.2)
Income tax expense / (benefit) reported in the Statement of Comprehensive Income	30.1	(0.8)	32.8	4.5

Tax consolidation

Investec Bank (Australia) Limited and its 100% owned Australian resident subsidiaries have formed a tax consolidated group with effect 1 April 2004. Investec Holdings Australia Limited, Investec Bank (Australia) Limited's parent, is the head entity of the tax consolidated group. Members of the group have entered into a tax sharing arrangement in order to allocate income tax expense to the wholly owned subsidiaries on a pro-rata basis. The amount due to / from Investec Holdings Australia Limited in respect of the Consolidated Entity's notional tax liability is reflected under related entity disclosures (Note 39).

Taxation of Financial Arrangements "TOFA"

The new tax regime for financial instruments TOFA applied to the Tax Consolidated Group from 1 April 2010. The regime aims to align the tax and accounting recognition and measurement of financial arrangements and their related flows. Deferred tax balances at 1 April 2010 from financial instruments were moved to the head entity of the tax consolidated group (Investec Holdings Australia Limited), and are progressively reversed over a four year period.

10) Income tax (continued)

Franking credit balance

On formation of the tax consolidated group, any surplus in the franking account balances were transferred to Investec Holdings Australia Limited's franking account. The franking account of the subsidiary members remains inoperative whilst they are members of the tax consolidated group.

Deferred income tax asset

Deferred income tax assets are recognised to the extent that realisation of the related tax benefit is probable. Changes in circumstances in future periods may adversely impact the assessment of recoverability. The uncertainty of the recoverability of the tax losses and tax credits is taken into account in establishing the deferred tax assets.

	Consolidated			
As at 31 March	Balance Sheet		Income Statement	
$'m	2012	2011	2012	2011
Deferred income tax				
Deferred income tax at 31 March relates to the following:				
Deferred tax assets				
Revaluations of available-for-sale investments to fair value	4.2	2.4	(1.4)	-
Loans and receivables and leases	(11.6)	(12.9)	(1.3)	(2.9)
Employee entitlements	5.8	6.0	-	2.4
Fair value of derivative instruments & foreign exchange	4.3	0.7	-	-
Unearned income	-	0.3	-	-
Specific provisions	5.7	15.6	10.3	2.0
Equity accounted for investments	1.4	5.4	4.0	(1.3)
Other provisions and accrual	4.6	(0.6)	(3.6)	1.9
Net deferred tax asset	14.4	16.9		
Deferred tax expense/(income)			8.0	2.1

	Investec Bank (Australia) Limited			
As at 31 March	Balance Sheet		Income Statement	
$'m	2012	2011	2012	2011
Deferred income tax				
Deferred income tax at 31 March relates to the following:				
Deferred tax assets				
Revaluations of available-for-sale investments to fair value	3.9	2.4	(1.6)	-
Loans and receivables and leases	-	-	-	0.2
Employee entitlements	5.8	6.0	-	2.4
Fair value of derivative instruments & foreign exchange	1.0	(0.4)	-	-
Specific provisions	5.1	15.6	10.5	1.6
Equity accounted for investments	1.9	5.6	3.7	-
Other provisions and accrual	4.7	(1.0)	(4.1)	1.4
Net deferred tax asset	22.4	28.2		
Deferred tax expense/(income)			8.5	5.6

11) Analysis of operating income by category of financial instrument

Consolidated $'m	At fair value through profit and loss-trading	Loans and receivables	Available for sale	Financial liabilities at amortised cost	Held to maturity	Other activities	Total
31 March 2012							
Net interest income	-	299.3	66.6	(281.0)	-	16.2	101.1
Fee and commission income	-	18.0	0.1	-	-	40.5	58.6
Fee and commission expense	-	(2.3)	(0.7)	(0.7)	-	(1.8)	(5.5)
Investment income	2.3	(15.4)	1.2	(1.9)	-	1.6	(12.2)
Client flow trading income	16.4	-	-	-	-	0.1	16.5
Trading income arising from Balance Sheet management activities	(1.7)	-	-	-	-	-	(1.7)
Share of profit / (loss) of investments accounted for using the equity method	-	-	-	-	-	0.1	0.1
Total operating income	17.0	299.6	67.2	(283.6)	-	56.7	156.9
Impairment losses on financial assets	-	(103.6)	(0.5)	-	-	-	(104.1)
Net operating income	17.0	196.0	66.7	(283.6)	-	56.7	52.8
31 March 2011							
Net interest income	-	319.6	86.4	(287.7)	-	0.3	118.6
Fee and commission income	-	15.9	0.1	-	-	49.3	65.3
Fee and commission expense	(0.1)	(2.4)	-	(0.7)	-	(3.2)	(6.4)
Investment income	-	-	12.2	(2.5)	-	1.1	10.8
Client flow trading income	14.2	-	-	-	-	-	14.2
Trading income arising from Balance Sheet management activities	-	(1.3)	-	-	-	-	(1.3)
Share of profit / (loss) of investments accounted for using the equity method	-	-	-	-	-	0.4	0.4
Total operating income	14.1	331.8	98.7	(290.9)	-	47.9	201.6
Impairment losses on financial assets	-	(49.3)	(0.2)	-	-	-	(49.5)
Net operating income	14.1	282.5	98.5	(290.9)	-	47.9	152.1

12) Analysis of financial assets and liabilities by measurement basis

The table below provides details of the categorisation of on balance sheet assets and liabilities. For financial assets and financial liabilities carried at fair value the table provides further details of the basis used for determining fair value according to the following hierarchy:

- Level 1 - The use of quoted market prices for identical instruments in an active market.
- Level 2 - The use of a valuation technique using observable inputs. This may include:

  - using quoted prices in active markets for similar instruments;

  - using quoted prices in inactive markets for identical or similar instruments, or

  - using models where all significant inputs are observable.
- Level 3 - Using models where one or more significant inputs are not observable.

									Valuation technique applied		
As at 31 March 2012 Consolidated $'m	At fair value through profit and loss -Trading	Loans and receiv-ables	Available for sale	Financial liabilities at amortis-ed cost	Held to Maturity	Other Activities	Total	Assets and liabilities carried at fair value	Level 1	Level 2	Level 3
Assets											
Cash and balances at central banks	-	277.7	-	-	-	-	277.7	-	-	-	-
Loans and advances to banks	-	105.6	-	-	-	-	105.6	-	-	-	-
Derivative financial instruments	206.3	-	-	-	-	-	206.3	206.3	6.6	199.7	-
Sovereign debt securities	-	-	357.6	-	-	-	357.6	357.6	-	357.6	-
Bank debt securities	-	-	817.7	-	-	-	817.7	817.7	-	817.7	-
Other debt securities	-	-	115.7	-	10.6	-	126.3	115.7	-	66.0	49.7
Investment portfolio	-	-	18.6	-	-	-	18.6	18.6	11.0	2.0	5.6
Trading book securities	10.6	-	-	-	-	-	10.6	10.6	-	10.6	-
Loans and advances to customers	0.9	2,179.2	-	-	-	-	2,180.1	0.9	-	-	0.9
Own originated loans and advance to customers securitised	-	825.2	-	-	-	-	825.2	-	-	-	-
Investment accounted for using the equity method	-	-	-	-	-	8.0	8.0	-	-	-	-
Other financial assets	-	-	-	-	-	65.6	65.6	-	-	-	-
Property plant and equipment	-	-	-	-	-	14.8	14.8	-	-	-	-
Deferred tax asset	-	-	-	-	-	14.4	14.4	-	-	-	-
Other assets	-	14.0	4.1	-	-	93.3	111.4	1.7	-	1.7	-
Goodwill	-	-	-	-	-	90.0	90.0	-	-	-	-
Assets held for sale	-	-	-	-	-	1.7	1.7	-	-	-	-
Intangible assets	-	-	-	-	-	11.1	11.1	-	-	-	-
Total assets	217.8	3,401.7	1,313.7	-	10.6	298.9	5,242.7	1,529.1	17.6	1,455.3	56.2
Liabilities											
Customer accounts	-	-	-	2,370.0	-	-	2,370.0	-	-	-	-
Derivative financial instruments	134.2	-	-	-	-	-	134.2	134.2	7.4	126.8	-
Debt issued and other borrowed funds	-	-	-	1,198.8	-	-	1,198.8	-	-	-	-
Liabilities arising on securitisation of other assets	-	-	-	812.7	-	-	812.7	-	-	-	-
Other liabilities	-	-	-	-	-	57.4	57.4	-	-	-	-
Subordinated loans	-	-	-	71.5	-	-	71.5	-	-	-	-
Total liabilities	134.2	-	-	4,453.0	-	57.4	4,644.6	134.2	7.4	126.8	-

12) Analysis of financial assets and liabilities by measurement basis

									Valuation technique applied		
As at 31 March 2011 Consolidated $'m	At fair value through profit and loss -Trading	Loans and receiv-ables	Available for sale	Financial liabilities at amortis-ed cost	Held to Maturity	Other Activities	Total	Assets and liabilities carried at fair value	Level 1	Level 2	Level 3
Assets											
Cash and balances at central banks	-	240.9	-	-	-	-	240.9	-	-	-	-
Loans and advances to banks	-	149.6	-	-	-	-	149.6	-	-	-	-
Derivative financial instruments	126.4	-	-	-	-	-	126.4	126.4	-	126.4	-
Sovereign debt securities	-	-	348.2	-	-	-	348.2	348.2	-	348.2	-
Bank debt securities	-	-	821.1	-	-	-	821.1	821.1	-	821.1	-
Other debt securities	-	-	123.3	-	-	-	123.3	123.3	-	32.7	90.6
Investment portfolio	-	-	24.0	-	-	-	24.0	24.0	13.9	7.0	3.1
Trading book securities	-	-	-	-	-	-	-	-	-	-	-
Loans and advances to customers	-	2,565.1	-	-	-	-	2,565.1	-	-	-	-
Own originated loans and advance to customers securitised	-	749.7	-	-	-	-	749.7	-	-	-	-
Investment accounted for using the equity method	-	-	-	-	-	2.5	2.5	-	-	-	-
Other financial assets	-	-	-	-	-	21.4	21.4	-	-	-	-
Property plant and equipment	-	-	-	-	-	13.9	13.9	-	-	-	-
Deferred tax asset	-	-	-	-	-	16.9	16.9	-	-	-	-
Other assets	-	-	-	-	-	78.9	78.9	-	-	-	-
Goodwill	-	-	-	-	-	90.0	90.0	-	-	-	-
Assets held for sale	-	-	-	-	-	1.6	1.6	-	-	-	-
Intangible assets	-	-	-	-	-	1.5	1.5	-	-	-	-
Total assets	126.4	3,705.3	1,316.6	-	-	226.7	5,375.0	1,443.0	13.9	1,335.4	93.7
Liabilities											
Customer accounts	-	-	-	2,211.3	-	-	2,211.3	-	-	-	-
Derivative financial instruments	75.3	-	-	-	-	-	75.3	75.3	0.5	74.8	-
Debt issued and other borrowed funds	-	-	-	1,566.5	-	-	1,566.5	-	-	-	-
Liabilities arising on securitisation of other assets	-	-	-	732.3	-	-	732.3	-	-	-	-
Other liabilities	-	-	-	-	-	35.0	35.0	-	-	-	-
Subordinated loans	-	-	-	70.7	-	-	70.7	-	-	-	-
Total liabilities	75.3	-	-	4,580.8	-	35.0	4,691.1	75.3	0.5	74.8	-

Movements in level 3 financial instruments measured at fair value

The following tables shows a reconciliation of the opening and closing amount of Level 3 financial assets and liabilities which are recorded at fair value:

$'m	At 31 Mar 2011	Total gains / (losses) recorded in profit or loss	Purchases	Sales	Settlements	Transfers from / (to) level 1 and level 2	At 31 Mar 2012
Financial assets							
Financial investments available-for-sale:							
- Unlisted investments	93.7	(0.1)	2.9	(8.1)	(9.1)	(23.1)	56.2
Total level 3 financial assets	93.7	(0.1)	2.9	(8.1)	(9.1)	(23.1)	56.2
Total net level 3 financial assets / (liabilities)	93.7	(0.1)	2.9	(8.1)	(9.1)	(23.1)	56.2

$'m	At 31 Mar 2010	Total gains / (losses) recorded in profit or loss	Purchases	Sales	Settlements	Transfers from / (to) level 1 and level 2	At 31 Mar 2011
Financial assets							
Financial investments available-for-sale:							
- Unlisted investments	28.3	(3.4)	4.2	67.9	(12.1)	8.8	93.7
Total level 3 financial assets	28.3	(3.4)	4.2	67.9	(12.1)	8.8	93.7
Total net level 3 financial assets / (liabilities)	28.3	(3.4)	4.2	67.9	(12.1)	8.8	93.7

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011
13) Cash and liquid assets and loans and advances to banks				
Cash at bank	*84.2	*109.5	*49.5	*35.1
Short term deposits	*19.7	*38.5	*15.4	*5.8
Reserve Bank of Australia settlement account and other liquid assets	277.7	240.9	277.7	240.9
Included in cash and cash equivalents (Note 32 (b))	381.6	388.9	342.6	281.8
Term deposits not available for day to day operations	*1.7	*1.6	*1.7	*1.6
	383.3	390.5	344.3	283.4
*Loans and advances to banks	105.6	149.6	66.7	42.5
14) Financial investments available-for-sale				
Sovereign debt securities				
Bonds	20.9	288.6	20.9	288.6
Commercial paper	336.7	59.6	336.7	59.6
	357.6	348.2	357.6	348.2
Bank debt securities				
Bonds	180.7	158.6	180.7	158.6
Floating rate notes	637.0	662.5	637.0	662.5
	817.7	821.1	817.7	821.1
Other debt securities				
Bonds	29.6	35.3	29.6	35.3
Floating rate notes	96.7	85.0	96.7	85.0
	126.3	123.3	126.3	123.3
Investment portfolio				
Listed equity securities	10.8	13.9	10.8	13.9
Unlisted equity securities (measured at cost)	7.8	10.1	5.9	8.5
	18.6	24.0	16.7	22.4
Trading book securities	10.6	-	10.6	-

Impairment of available-for-sale investments are included in Note 8

15) Derivative financial instruments

Investec Australia enters into various contracts for derivatives both as principal for trading purposes and as customer for hedging foreign exchange and interest rate exposures. These include financial futures, options, swaps and forward rate agreements. All interest rate contracts are transacted with other financial institutions. The risks associated with derivative instruments are monitored in the same manner as for the underlying instruments. Risks are also measured across the product range in order to take into account possible correlations.

In the tables below, notional principal amounts indicate the volume of business outstanding at the balance sheet date and do not represent amounts at risk. The fair value of a derivative financial instrument represents the positive or negative cash flows which would have occurred had the rights and obligations arising from that instrument been closed out in an orderly market transaction at balance sheet date.

	Consolidated			Investec Bank (Australia) Limited		
As at 31 March 2012 $'m	Contract / notional amount	Fair values Assets	Fair values Liabilities	Contract/ notional amount	Fair values Assets	Fair values Liabilities
Derivatives held for hedging						
Derivatives designated as fair value hedges						
- Interest rate swaps	980.0	20.5	(1.7)	980.0	20.5	(1.7)
Derivatives designated as cashflow hedges						
- Interest rate swaps	1,323.0	11.4	(19.4)	611.5	11.4	(8.2)
Derivatives designated as hedge of foreign operation						
- Forward exchange contracts	-	-	-	-	-	-
	2,303.0	31.9	(21.1)	1,591.5	31.9	(9.9)
Derivatives not held for hedging						
- Forward exchange contracts	17.5	3.4	(0.2)	17.5	3.4	(0.2)
- Currency swaps	30.9	79.0	(2.8)	30.9	79.0	(2.8)
- Interest rate option	16.9	-	-	16.9	-	-
- Other foreign exchange contracts	30.5	-	-	30.5	-	-
- Interest rate swaps	3,612.4	77.3	(101.2)	3,612.4	77.3	(101.2)
- Interest rate exchange traded futures	600.2	-	(0.8)	600.2	-	(0.8)
- Commodity options	41.9	5.4	(0.2)	41.9	5.4	(0.2)
- Commodity swaps and forwards	43.8	9.3	(7.9)	43.8	9.3	(7.9)
- Credit swaps	-	-	-	-	-	-
	4,394.1	174.4	(113.1)	4,394.1	174.4	(113.1)
Total derivatives assets / (liabilities)	6,697.1	206.3	(134.2)	5,985.6	206.3	(123.0)

	Consolidated			Investec Bank (Australia) Limited		
As at 31 March 2011 $'m	Contract / notional amount	Fair values Assets	Fair values Liabilities	Contract/ notional amount	Fair values Assets	Fair values Liabilities
Derivatives held for hedging						
Derivatives designated as fair value hedges						
- Interest rate swaps	1,118.9	12.0	(18.1)	1,118.9	12.0	(18.1)
Derivatives designated as cashflow hedges						
- Interest rate swaps	1,730.3	4.7	(4.2)	1,023.6	4.7	(2.1)
Derivatives designated as hedge of foreign operation						
- Forward exchange contracts	-	-	-	-	-	-
	2,849.2	16.7	(22.3)	2,142.5	16.7	(20.2)
Derivatives not held for hedging						
- Forward exchange contracts	127.6	7.0	(4.4)	127.6	7.0	(4.4)
- Currency swaps	785.5	65.8	(13.0)	785.5	65.8	(13.0)
- Interest rate option	33.7	0.5	(0.5)	33.7	0.5	(0.5)
- Other foreign exchange contracts	10.4	-	-	10.4	-	-
- Interest rate swaps	1,903.4	22.8	(29.4)	1,903.4	22.8	(29.4)
- Forward rate agreement	246.7	-	-	246.7	-	-
- Interest rate exchange traded futures	710.0	-	(0.5)	710.0	-	(0.5)
- Commodity options	49.4	6.2	(1.6)	49.4	6.2	(1.6)
- Commodity swaps and forwards	68.8	7.4	(3.6)	68.8	7.4	(3.6)
- Credit swaps	13.9	-	-	13.9	-	-
	3,949.4	109.7	(53.0)	3,949.4	109.7	(53.0)
Total derivatives assets / (liabilities)	6,798.6	126.4	(75.3)	6,091.9	126.4	(73.2)

15) Derivative financial instruments

Cash flow hedges

Investec Australia is exposed to variability in future interest cash flows on non-trading liabilities which bear interest at a variable rate. Investec Australia uses interest rate swaps as cash flow hedges of these interest rate risks.

During the year Investec Australia designated foreign debt held into cash flow hedge relationships using cross currency swaps to hedge foreign exchange and interest rate risk. The amount recognised in the cash flow hedge reserve is the net of foreign currency translation on the hedged and hedging item.

	As at 31 March 2012		As at 31 March 2011	
$'m	Consolidated	Investec Bank (Australia) Limited	Consolidated	Investec Bank (Australia) Limited
Fair value of hedge instrument	(12.0)	(0.9)	(1.9)	0.2
Amount recognised in equity during the period	8.3	1.5	(2.1)	0.6
Amount removed from equity and included in P&L during the period	(1.3)	0.4	(1.3)	-
Period cash flow expected to occur	1 to 5 yrs	1 to 5 yrs	1 to 5 yrs	1 to 5 yrs
Period cash flow expected to affect profit or loss	1 to 5 yrs	1 to 5 yrs	1 to 5 yrs	1 to 5 yrs

Fair value hedges

Fair value hedges are used by Investec Australia to protect it against changes in fair value of financial assets and financial liabilities due to movements in exchange rates and interest rates. The financial instruments hedged for interest rate risk include loans, available-for-sale debt securities, debt issued and other borrowed funds. We use forward foreign exchange contracts and currency swaps to hedge against specifically identified currency risks, and interest rate swaps, interest rate futures and options to hedge interest rate risk.

	As at 31 March 2012				As at 31 March 2011			
	Consolidated		Investec Bank (Australia) Limited		Consolidated		Investec Bank (Australia) Limited	
$'m	Asset	Liabilities	Asset	Liabilities	Asset	Liabilities	Asset	Liabilities
Fair value of hedge instrument	(6.0)	16.1	(5.0)	16.1	(1.9)	(13.1)	(1.9)	(13.1)
Life to date cumulative gains and losses on hedging instrument	(6.0)	16.1	(6.0)	16.1	(1.9)	(13.1)	(1.9)	(13.1)
Year to date current year gains and losses on hedging instrument	(4.1)	29.3	(4.1)	29.3	(0.5)	10.9	(0.5)	10.9
Fair value of hedged item	6.0	(16.2)	6.0	(16.2)	1.9	13.1	1.9	13.1
Life to date cumulative gains and losses on hedged item	6.0	(16.2)	6.0	(16.2)	1.9	13.1	1.9	13.1
Year to date current year gains and losses on hedged item	4.1	(29.2)	4.1	(29.2)	0.5	(10.9)	0.5	(10.9)

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
16) Loans and advances to customers					
Loans and advances to customers		2,180.1	2,565.1	2,167.3	2,556.7
Own originated loans and advances to customers securitised		825.2	749.7	-	-
		3,005.3	3,314.8	2,167.3	2,556.7
Term lending	(i)	3,007.1	3,343.5	2,167.1	2,584.1
Loans - related parties	(ii)	17.1	24.6	17.1	24.6
		3,024.2	3,368.1	2,184.2	2,608.7
Less: impairment for loans and receivables		(18.9)	(53.3)	(16.9)	(52.0)
		3,005.3	3,314.8	2,167.3	2,556.7
Specific impairment allowance for losses on loans and advances					
Balance at 1 April		50.9	57.4	50.6	55.9
Increase in specific impairment for loan impairment	(iii)	58.4	45.5	59.3	46.7
Foreign exchange adjustments		-	(0.7)	-	(0.7)
Amounts utilised (written off) during the year		(92.7)	(51.3)	(94.8)	(51.3)
Balance at 31 March		16.6	50.9	15.1	50.6
Portfolio impairment allowance for losses on loans and advances					
Balance at 1 April		2.3	2.0	1.4	0.9
Increase in portfolio impairment for loan impairment		0.5	(0.1)	0.9	0.5
Amounts utilised (written off) during the year		(0.5)	0.4	(0.5)	-
Balance at 31 March		2.3	2.3	1.8	1.4

(i) Term lending maturity analysis is contained in Note 33
(ii) Details of the terms of conditions of related party receivables are set out in Notes 39 and 40
(iii) Includes write-down of loan to associate

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
Within loans and receivables we have the following finance lease receivables:					
Minimum lease payments receivable:					
No later than one year		41.0	24.3	1.4	0.8
Later than one year but not later than five years		186.7	214.8	23.3	39.6
Later than five years		36.7	20.0	10.1	2.7
		264.4	259.1	34.8	43.1
Unearned future finance income on finance leases		(35.5)	(33.1)	(6.2)	(7.4)
Net investment in finance leases		228.9	226.0	28.6	35.7
17) Other financial assets					
Investments in controlled entities		-	-	103.7	104.6
Notes issued by controlled entities		-	-	48.3	53.2
Loans to parent entity		65.6	21.4	70.4	31.7
Loans to controlled entities		-	-	21.4	42.9
		65.6	21.4	243.8	232.4

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011
18) Goodwill				
Goodwill acquired through business combinations has been allocated to two individual cash generating units, which are reportable segments for impairment testing as follows: • Investment Banking; and • Professional Finance (Investec Experien)				
The carrying amount allocated to each of the cash generating units is as follows:				
- Investment Banking	49.1	49.1	-	-
- Professional Finance	40.3	40.3	-	-
- Other	0.6	0.6	-	-
	90.0	90.0	-	-

Impairment testing of goodwill

Goodwill is subject to annual impairment testing (as at 31 March) and when circumstances indicate that the carrying value may be impaired. No impairment loss was considered necessary in the 2012 financial year.

The recoverable amount of goodwill is determined by applying the price to earnings (P/E) method. The P/E method involves the capitalisation of the earnings of the business at an appropriate multiple and requires consideration of the following factors:

The estimation of future maintainable earnings (after outside equity interests and before abnormal items) having regard to historical and forecast operating results, including sensitivity to key industry risk factors, growth prospects, and the general economic outlook; The assessment of an appropriate capitalisation multiple that will reflect the risks inherent in the business, future growth possibilities and alternative investment opportunities; The assessment of surplus or unrelated assets and liabilities, being those items which are not essential to producing the estimated future maintainable earnings; and the need, if any, for short term capital investment to ensure the future maintainable earnings are achieved.

Investment Banking - Goodwill acquired through business combinations has been allocated to investment banking, which is a reportable segment, for impairment testing purposes.

The recoverable amount of goodwill represents a normalised pre-tax historic average earnings multiple of approximately six to seven times. Management are comfortable that this carrying value is supported based on discussions with investment banking executives and available market data for comparable businesses. Management believe that it is highly unlikely that a change in any of the above key assumptions would cause the carrying value to materially exceed its recoverable amount.

Professional Finance - was acquired through a business combination in October 2007. The goodwill amount is derived from the estimated purchase consideration taking into account an upfront payment plus future expected earn-out payments which have now substantially been achieved.

The recoverable amount of goodwill represents a normalised pre-tax historic average earnings multiple of approximately eight times. Management are comfortable that this carrying value is supported based on discussions with Professional Finance executives and available market data for comparable businesses. Management believe that it is highly unlikely that a change in any of the above key assumptions would cause the carrying value to materially exceed its recoverable amount.

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011
19) Assets held for sale				
Tungkillo power station	1.7	1.6	-	-
	1.7	1.6	-	-

As at 31 March	Consolidated				Investec Bank (Australia) Limited			
$'m	Brand Name	Wind farms	Computer Software	Total	Brand Name	Wind farms	Computer Software	Total
20) Intangible assets								
Balance as at 1 April 10	0.4	0.8	11.3	12.5	-	-	11.3	11.3
Additions	-	-	4.9	4.9	-	-	4.9	4.9
Reclassification to assets held for sale	-	(0.8)	(2.2)	(3.0)	-	-	(2.2)	(2.2)
Disposals	-	-	-	-	-	-	-	-
Balance as at 31 March 11 / 1 April 11	0.4	-	14.0	14.4	-	-	14.0	14.0
Additions	-	2.7	1.6	4.3	-	2.7	1.6	4.3
Reclassification to assets held for sale	-	-	-	-	-	-	-	-
Disposals	-	-	-	-	-	-	-	-
Balance as at 31 March 12	0.4	2.7	15.6	18.7	-	2.7	15.6	18.3
Amortisation:								
Balance as at 1 April 10	(0.4)	-	(4.2)	(4.6)	-	-	(4.2)	(4.2)
Amortisation and impairment	-	-	(1.4)	(1.4)	-	-	(1.4)	(1.4)
Balance as at 31 March 11/ 1 April 11	(0.4)	-	(5.6)	(6.0)	-	-	(5.6)	(5.6)
Amortisation and impairment	-	-	(1.6)	(1.6)	-	-	(1.6)	(1.6)
Balance as at 31 March 12	(0.4)	-	(7.2)	(7.6)	-	-	(7.2)	(7.2)
Net balance 1 April 2011	-	-	8.4	8.4	-	-	8.4	8.4
Net balance 31 March 2012	-	2.7	8.4	11.1	-	2.7	8.4	11.1

Intangible assets

Brand name represents the value attributed to the Experien brand name on acquisition. Windfarms include costs incurred in developing windfarm assets prior to the commencement of the construction. Computer Software comprises the cost of developing a new banking system. All costs acquired separately are measured on initial recognition at cost.

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011
21) Investments accounted for using the equity method				
Investment in associates and joint ventures	8.0	2.5	-	0.1
	8.0	2.5	-	0.1

Details of associate and joint ventures	Balance Date	Ownership Interest Held	Place of Incorporation	Principal activity
Rozelle Bay Unit Trust	30 June	22.6%	Australia	Development of a commercial property
Trust Project No. 9 Unit Trust	30 June	50%	Australia	Development of a residential property
Canberra Estates Consortium No 19	30 June	25%	Australia	Development of a residential property
Spinnakers Lake Macquarie	30 June	50%	Australia	Development of a commercial property
Apollo Hotel (land) Pty Limited	30 June	50%	Australia	Development of a commercial property
Apollo Hotel (business) Pty Limited	30 June	50%	Australia	Development of a commercial property
Tall Trees Motel (business) Pty Limited	30 June	50%	Australia	Development of a commercial property
Tall Trees Motel (land) Pty Limited	30 June	50%	Australia	Development of a commercial property
Hotel Townsville Pty Limited	30 June	50%	Australia	Development of a commercial property
Mackenzie Towers	30 June	50%	Australia	Development of a commercial property
Bluewater Development (WA) P/L	30 June	50%	Australia	Development of a commercial property
IPCO Investments Limited	30 June	49.99%	Australia	Development of a commercial property

There are no significant restrictions on the ability of the associates to transfer funds to the Bank in the form of cash dividends, repayment of loans or advances.

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21) Investments accounted for using the equity method (continued)

$'m	Rozelle Bay Unit Trust	Spinnakers Lake Macquarie	Global Ethanol Holdings Limited	Canberra Estates Consortium No 19	Apollo Hotel (land) Pty Limited	Apollo Hotel (business) Pty Limited	Trust Project No.9 Unit Trust
Balance 1 April 2010	1.8	-	-	2.2	-	-	-
New investments	-	-	-	-	-	-	-
Share of profits/(losses)	-	-	-	0.6	-	-	-
Share of income tax	-	-	-	(0.2)	-	-	-
Disposals	-	-	-	(2.1)	-	-	-
Goodwill impairment	-	-	-	-	-	-	-
Balance 31 March 2011	1.8	-	-	0.5	-	-	-
New investments	-	-	-	-	-	-	6.1
Share of profits/(losses)	-	-	-	0.1	-	-	-
Share of income tax	-	-	-	-	-	-	-
Disposal	-	-	-	(0.5)	-	-	-
Balance 31 March 2012	1.8	-	-	0.1	-	-	6.1
Groups proportionate share of assets & liabilities:							
Current assets	-	0.5	3.9	-	0.4	-	-
Non-current assets	2.4	-	7.6	1.6	2.7	0.7	-
Current liabilities	(0.1)	(0.3)	-	-	(0.3)	(0.2)	-
Non-current liabilities	-	-	(20.2)	(1.0)	(4.0)	(0.7)	-
Net assets/(liabilities) 31 March 2011	2.3	0.2	(8.7)	0.6	(1.2)	(0.2)	-
Current assets	0.1	-	-	1.3	0.3	0.1	17.5
Non-current assets	2.7	-	-	-	4.7	0.1	-
Current liabilities	-	(0.6)	-	(0.8)	(0.3)	(0.4)	(7.5)
Non-current liabilities	-	-	-	-	(6.2)	(0.3)	-
Net assets/(liabilities) 31 March 2012	2.8	(0.6)	-	0.5	(1.5)	(0.5)	10.0

	Trees Motel (business) Pty Limited	Tall Trees Motel (land) Pty Limited	Hotel Townsville Pty Limited	Mackenzie Towers	Bluewater Development (WA) P/L	IPCO Investments Limited	Experien Insurance Services Pty Limited	Consolidated
	-	-	-	0.5	-	-	-	4.5
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	0.1	0.7
	-	-	-	-	-	-	-	(0.2)
	-	-	-	(0.5)	-	-	-	(2.6)
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	0.1	2.5
	-	-	-	-	-	-	-	6.1
	-	-	-	-	-	-	-	0.1
	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	(0.1)	(0.7)
	-	-	-	-	-	-	-	8.0
	0.2	1.8	-	-	1.3	4.6	0.4	13.1
	2.5	3.0	-	-	-	4.5	-	25.0
	-	-	-	-	-	(4.0)	-	(4.9)
	(2.2)	(5.5)	-	-	-	(6.5)	(0.3)	(40.4)
	0.5	(0.7)	-	-	1.3	(1.4)	0.1	(7.2)
	0.1	1.9	-	-	-	0.2	-	21.5
	2.4	2.6	-	-	-	6.8	-	19.3
	(0.3)	(0.1)	-	-	-	(2.8)	-	(12.8)
	(1.9)	(5.5)	-	-	-	(4.8)	-	(18.7)
	0.3	(1.1)	-	-	-	(0.6)	-	9.3

22) Property, plant and equipment

$'m	Consolidated				Investec Bank (Australia) Limited			
	Leasehold improvements	Office equipment & furniture & fittings	Computer equipment	Total	Leasehold improvements	Office equipment & furniture & fittings	Computer equipment	Total
At 1 April 2010, net of accumulated depreciation and impairment	5.0	1.6	0.6	7.2	5.0	1.6	0.6	7.2
Additions	0.3	0.7	0.7	1.7	0.3	0.7	0.7	1.7
Reclassification	-	-	-	-	-	-	-	-
Disposals	-	(0.1)	-	(0.1)	-	(0.1)	-	(0.1)
Depreciation charge for the year	(0.7)	(0.5)	(0.6)	(1.8)	(0.7)	(0.5)	(0.6)	(1.8)
At 31 March 2011 / 1 April 2011, net of accumulated depreciation and impairment	4.6	1.7	0.7	7.0	4.6	1.7	0.7	7.0
Additions	9.8	0.1	0.5	10.4	9.8	0.1	0.5	10.4
Reclassification	-	-	-	-	-	-	-	-
Disposals	(0.5)	(0.1)	-	(0.6)	(0.5)	(0.1)	-	(0.6)
Depreciation charge for the year	(1.1)	(0.4)	(0.5)	(2.0)	(1.1)	(0.4)	(0.5)	(2.0)
At 31 March 2012, net of accumulated depreciation and impairment	12.8	1.3	0.7	14.8	12.8	1.3	0.7	14.8
At 31 March 2011								
Cost or fair value	8.2	3.9	2.0	14.1	8.2	3.9	2.0	14.1
Accumulated depreciation and impairment	(3.6)	(2.2)	(1.3)	(7.1)	(3.6)	(2.2)	(1.3)	(7.1)
Net carrying amount	4.6	1.7	0.7	7.0	4.6	1.7	0.7	7.0
At 31 March 2012								
Cost or fair value	15.0	3.6	1.9	20.5	15.0	2.8	1.9	20.5
Accumulated depreciation and impairment	(2.2)	(2.3)	(1.2)	(5.7)	(2.2)	(1.5)	(1.2)	(5.7)
Net carrying amount	12.8	1.3	0.7	14.8	12.8	1.3	0.7	14.8

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
23) Other assets					
Trade debtors		9.4	16.6	9.4	12.2
Sundry debtors		32.2	14.1	21.9	6.0
Trading properties	(a)	67.6	43.2	29.9	19.1
Prepayments		1.5	1.9	1.5	1.3
Receivables from related entities		0.7	3.1	0.7	35.0
		111.4	78.9	63.4	73.6
Details of the terms of conditions of related party payables are set out in Note 39					
24) Customer accounts					
On demand and short-term deposits *		433.8	631.9	433.8	631.9
Term deposits *		1,936.2	1,579.4	1,936.2	1,579.4
	(b)	2,370.0	2,211.3	2,370.0	2,211.3
25) Debt issued and other borrowed funds					
Interest bearing notes payable *		812.7	732.3	-	-
Debt issued *		1,198.7	1,545.3	1,198.7	1,545.3
Unsecured loans from related entities		0.1	19.9	0.1	19.9
Loans from parent entity		-	1.3	-	1.3
	(b)	2,011.5	2,298.8	1,198.8	1,566.5
Details of the terms and conditions of related party payables are set out in Note 39					
26) Subordinated debt					
Floating rate subordinated notes (CHF 3.83%) *		51.3	50.5	51.3	50.5
Floating rate subordinated notes (9.92%) *		20.2	20.2	20.2	20.2
	(c)	71.5	70.7	71.5	70.7

a) Trading properties are carried at the lower of cost or net realisable value.

b) The maturity analysis is contained in Note 33

c) Subordinated notes are subordinated in right of payment to the claims of depositors and all other creditors of Investec Australia. Subordinated notes with an original maturity of at least 5 years constitute lower Tier 2 capital as defined by the Australian Prudential Regulation Authority for capital adequacy purposes.

* Items flagged are included in the Concentration of Risk disclosure in the Risk Management section of this report on page 102

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
27) Concentration of risk					
The consolidated entity has an exposure to grouping of individual deposits and debt issuances (including subordinated debt) which concentrate risk and create exposure to particular segments as follows:					
Private client		2,370.0	1,877.0	2,370.0	1,877.0
Corporate and institutional		2,011.5	2,631.8	1,198.8	1,899.5
		4,381.5	4,508.8	3,568.8	3,776.5
28) Other liabilities					
Trade payables		2.6	3.1	2.6	3.1
Other payables		35.3	12.4	29.5	8.4
Employee benefits		19.5	19.5	19.5	19.5
		57.4	35.0	51.6	31.0
29) Share capital					
291,697,616 Ordinary shares fully paid	(i)	291.7	291.7	291.7	291.7
		291.7	291.7	291.7	291.7

(i) Ordinary shares

Ordinary shares have the right to receive dividends as declared and, in the event of winding up Investec Australia, to participate in the proceeds from the sale of all surplus assets in proportion to the number of and amounts paid up to shares held.

Ordinary shares entitle their holder to one vote, either in person or by proxy, at a meeting of Investec Australia.

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011

30) Retained earnings

Movements in retained earnings were as follows:				
Balance 1 April	364.2	361.6	352.8	354.8
Net profit / (loss) for the year	(71.6)	1.3	(82.3)	(3.2)
Net income recognised directly to equity	-	-	-	-
Transfer to/from general reserve for credit losses	4.4	1.2	4.4	1.2
Balance 31 March	297.0	364.2	275.0	352.9

31) Other reserves

$'m	Consolidated			
	Available for sale reserve	FCTR	Cash flow hedge reserve	General reserve for credit losses
Balance 01 April 2010	10.7	(1.6)	(10.8)	31.8
Net unrealised gains / (losses) on available-for-sale investments net of tax effect	(5.8)	-	-	-
Impairment of available-for-sale investments net of tax effect	-	-	-	-
Net unrealised gains / (losses) on foreign exchange net of tax effect		1.5		-
Fair value movement on cash flow hedges net of tax effect	-	-	3.4	
Transfer to retained Earnings	-	-	-	(1.2)
Balance 31 March 2011	4.9	(0.1)	(7.4)	30.6
Balance 01 April 2011	4.9	(0.1)	(7.4)	30.6
Net unrealised gains / (losses) on available-for-sale investments net of tax effect	(7.3)	-	-	-
Impairment of available-for-sale investments net of tax effect	-	-	-	-
Net unrealised gains / (losses) on foreign exchange net of tax effect	-	-	-	-
Fair value movement on cash flow hedges net of tax effect	-	-	(6.9)	-
Transfer to retained Earnings	-	-	-	(4.4)
Balance 31 March 2012	(2.4)	(0.1)	(14.3)	26.2

Available for sale reserve

This reserve records fair value changes on available-for-sale investments.

General reserve for credit losses

The general reserve for credit losses represents transfers from retained earnings to meet requirements under relevant banking regulations. We make an appropriation to the general reserve for credit losses for unforeseeable risks and future losses.

Foreign currency translation reserve

The foreign currency translation reserve is used to record exchange differences arising from the translation of the net investment in foreign operations, net of the effects of hedging.

Cash flow hedge reserve

This reserve comprises the portion of gain or loss on a hedging instrument in a cash flow hedge that is determined to be an effective hedge.

	Investec Bank (Australia) Limited				
Total	Net unrealised gains reserve	FCTR	Cash flow hedge	General reserve for credit	Total
30.1	10.7	(1.6)	(1.9)	31.8	39.0
(5.8)	(5.8)	-	-	-	(5.8)
-	-	-	-	-	-
1.5	-	1.5	-	-	1.5
3.4	-	-	0.4	-	0.4
(1.2)	-	-	-	(1.2)	(1.2)
28.0	4.9	(0.1)	(1.5)	30.6	33.9
28.0	4.9	(0.1)	(1.5)	30.6	33.9
(7.3)	(7.3)	-	-	-	(7.3)
-	-	-	-	-	-
-	-	-	-	-	-
(6.9)	-	-	(1.4)	-	(1.4)
(4.4)	-	-	-	(4.4)	(4.4)
9.4	(2.4)	(0.1)	(2.9)	26.2	20.8

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
32) Notes to the statement of cash flow					
(a) Reconciliation of profit for the year to net cash flows from operating activities					
Net profit / (loss) before income tax		(101.7)	2.4	(113.1)	(7.7)
Net decrease / (increase) in assets at fair value through the Statement of Comprehensive Income		13.0	(13.9)	13.6	(13.9)
Amortisation of leasehold improvements		1.1	0.7	1.1	0.7
Amortisation of intangibles		1.6	1.3	1.6	1.3
Depreciation		0.9	1.1	0.9	0.9
Loss on sale property plant and equipment		0.6	0.1	0.6	0.1
Net loss/(gains) on disposal of available-for-sale investments		(14.7)	(11.4)	(14.7)	(11.3)
Net loss/(gains) on disposal of intangible assets		-	3.0	-	-
Impairment of available-for-sale investments		0.5	0.2	5.7	-
Write-off of available-for-sale investments		-	-	0.5	-
Bad debts written off / (recovered)		106.1	36.4	103.7	(38.6)
Management fees received from subsidiaries		-	-	(5.6)	(7.2)
Dividends received		(0.6)	(0.9)	(1.6)	(11.2)
Share of net (gain) / loss of associate accounted for using the equity method		-	(0.4)	-	-
Increase / (decrease) in capitalisation of net fees and interest relating to an integral part of a loan		0.5	4.3	0.5	4.3
Increase / (decrease) in interest payable on deposits		(0.9)	(2.9)	(0.9)	(2.9)
(Increase) / decrease in provision for employee entitlements		-	8.0	-	8.0
Decrease / (increase) in net receivables		(10.0)	(3.4)	(12.2)	(19.6)
Decrease / (increase) in prepayments		0.4	(0.3)	(0.1)	(0.1)
(Decrease) / Increase in trade and other creditors		9.5	(16.1)	21.9	(6.6)
		6.3	8.2	1.9	(26.6)
(b) Reconciliation of cash					
For the purpose of the statement of cash flows, cash includes money at short call, bills, at call deposits with other financial institutions and settlement account balances with other banks.					
Cash at bank		84.2	109.5	49.5	35.1
Short term deposits		19.7	38.5	15.4	5.8
Due from other financial institutions - at call		277.7	240.9	277.7	240.9
	(a)	381.6	388.9	342.6	281.8

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011

32) Notes to the statement of cash flow

(c) Financing facilities

At reporting date, the following financing facilities had been negotiated and were available:

$'m	Consolidated 2012	Consolidated 2011	Investec Bank (Australia) Limited 2012	Investec Bank (Australia) Limited 2011
Total facilities				
- Bank overdraft	-	-	-	-
- Standby facilities	-	-	-	-
- Bill acceptance/discount facilities	-	-	-	-
- Securitisation warehouse	1,187.5	1,108.8	-	-
Facilities used at reporting date				
- Bank overdraft	-	-	-	-
- Standby facilities	-	-	-	-
- Bill acceptance/discount facilities	-	-	-	-
- Securitisation warehouse	861.1	751.0	-	-
Facilities unused at reporting date				
- Bank overdraft	-	-	-	-
- Standby facilities	-	-	-	-
- Bill acceptance/discount facilities	-	-	-	-
- Securitisation warehouse	326.4	357.8	-	-

33) Maturity analysis of assets and liabilities

The following tables analyse the assets and liabilities into relevant maturity groupings based on the remaining period at balance sheet date to the contractual maturity date. Refer to the Risk Management section of this report for the contractual undiscounted repayment obligations. This is based on contractual maturity unless otherwise stated.

	Consolidated						
Maturity period at 31 March 2012 $'m	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Not specified	Total
Assets							
Cash and liquid assets	383.3	-	-	-	-	-	383.3
Derivative financial instruments	4.9	23.6	102.4	46.0	29.4	-	206.3
Available-for-sale investments	269.0	108.9	95.8	760.8	85.7	-	1,320.2
Trading securities	-	-	-	10.6	-	-	10.6
Loans and receivables (1)	152.3	212.6	1,008.1	1,472.8	159.2	0.3	3,005.3
Investments accounted for using the equity method	-	-	-	-	-	8.0	8.0
Other assets	-	-	-	-	-	309.0	309.0
Total assets	809.5	345.1	1,206.3	2,290.2	274.3	317.3	5,242.7
Liabilities							
Customer accounts (2)	714.4	841.6	649.8	152.7	11.5	-	2,370.0
Derivative financial instruments	2.3	12.0	69.6	28.0	22.3	-	134.2
Debt issued and other borrowed funds	55.8	244.5	739.0	972.2	-	-	2,011.5
Other liabilities	-	-	-	-	-	57.4	57.4
Subordinated loans	-	-	-	71.5	-	-	71.5
Total liabilities	772.5	1,098.1	1,458.4	1,224.4	33.8	57.4	4,644.6

(1) Includes past maturity loans that have been behaviourally spread to reflect the unlikelihood that those loans will be repaid within a month.

(2) Includes substantial "core" deposits that are contractually at call and are presented as such in this disclosure, but history demonstrates such accounts provide a stable source of long term funding.

The above maturity analysis reflects Investec Australia's financial assets and liabilities.

The matching and controlled mismatching of the maturities and interest rates of assets and liabilities is fundamental to the management of Investec Australia. It is unusual for banks to be completely matched, as transacted business is often of uncertain term and of different types. An unmatched position potentially enhances profitability, but also increases the risk of losses.

The maturities of assets and liabilities and the ability to replace, at an acceptable cost, interest-bearing liabilities as they mature are important factors in assessing the liquidity and its exposure to changes in interest rates and exchange rates.

33) Maturity analysis of assets and liabilities

	Consolidated						
Maturity period at 31 March 2011 $'m	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Not specified	Total
Assets							
Cash and liquid assets	225.7	5.0	11.5	78.5	69.8	-	390.5
Derivative financial instruments	2.7	7.7	10.7	97.1	6.8	-	125.0
Available-for-sale investments	108.7	271.8	42.2	805.4	88.5	-	1,316.6
Loans and receivables (1)	203.6	295.5	1,189.2	1,534.4	92.1	-	3,314.8
Investments accounted for using the equity method	-	-	-	-	-	2.5	2.5
Other assets	-	-	-	-	-	224.1	224.1
Total assets	540.7	579.9	1,253.5	2,516.8	257.4	226.6	5,375.0
Liabilities							
Customer accounts (2)	773.8	752.6	570.1	96.6	12.2	6.0	2,211.3
Derivative financial instruments	0.7	10.2	12.3	45.9	6.2	-	75.3
Debt issued and other borrowed funds	113.2	118.3	940.0	1,126.0	1.3	-	2,298.8
Other liabilities	-	-	-	-	-	35.0	35.0
Subordinated loans	-	-	-	70.7	-	-	70.7
Total liabilities	887.6	881.1	1,522.4	1,339.2	19.8	41.0	4,691.1

(1) Includes past maturity loans that have been behaviourally spread to reflect the unlikelihood that those loans will be repaid within a month.

(2) Includes substantial "core" deposits that are contractually at call and are represented as such in this disclosure, but history demonstrates such accounts provide a stable source of long term funding.

34) Fair value of financial instruments

Set out below is a comparison by class of the carrying amounts and fair values of the financial instruments that are carried in the financial statements. The table does not include the fair values of non-financial assets and non-financial liabilities.

As at 31 March $'m	Carrying value 2012	Fair value 2012	Unrecognised gain / (loss) 2012	Carrying value 2011	Fair value 2011	Unrecognised gain / (loss) 2011
Financial assets						
Cash and balances at central banks	277.7	277.7	-	240.9	240.9	-
Loans and advances to banks	105.6	105.6	-	149.6	149.6	-
Derivative financial instruments	206.3	206.3	-	126.4	126.4	-
Sovereign debt	357.6	357.6	-	348.2	348.2	-
Bank debt securities	817.7	817.7	-	821.1	821.1	-
Other debt securities	126.3	126.2	(0.1)	123.3	123.3	-
Investment portfolio	18.6	18.6	-	24.0	24.0	-
Trading book securities	10.6	10.6	-	-	-	-
Loans and advances to customers	2,180.1	2,205.4	25.3	2,565.1	2,503.7	(61.4)
Own originated loans and advances to customers securitised	825.2	825.3	0.1	749.7	728.4	(21.3)
Other financial assets	65.6	65.6	-	21.4	21.4	-
Financial liabilities						
Customer accounts	2,370.0	2,370.0	-	2,211.3	2,211.3	-
Derivative financial instruments	134.2	134.2	-	75.3	75.3	-
Debt issued and other borrowed funds	1,198.8	1,198.8	-	1,566.5	1,566.5	-
Liabilities arising on securitisation of other assets	812.7	812.7	-	732.3	732.3	-
Subordinated loans	71.5	71.5	-	70.7	70.7	-
Total unrecognised change in unrealised fair value			25.3			(82.7)

The following describes the methodologies and assumptions used to determine fair values for those financial instruments which are not already recorded at fair value in the financial statements.

Assets of which fair value approximates carrying value

For financial assets and financial liabilities that are liquid or having a short term maturity (less than twelve months) it is assumed that the carrying amounts approximate their fair value. This assumption is also applied to all private client deposits without a specific maturity, government guaranteed exposures and variable rate financial instruments.

Fixed rate financial instruments

The fair value of fixed rate financial assets and financial liabilities carried at amortised cost are estimated by comparing market interest rates when they were first recognised with current market rates offered for similar financial instruments. The estimated fair value of fixed interest bearing deposits is based on discounted cash flows using prevailing money-market interest rates for debts with similar credit risk maturity. For quoted debt issued the fair values are calculated based on quoted market prices. For those notes issued where quoted market prices are not available, a discounted cash flow model is used based on current interest rate yield curve appropriate for the remaining term.

As at 31 March		Consolidated		Investec Bank (Australia) Limited	
$'m		2012	2011	2012	2011
35) Commitments and contingencies					
Operating lease commitments - as lessee					
- not later than one year		4.8	5.2	4.8	5.2
- later than one year and not later than five years		35.8	8.8	35.8	8.8
- longer than five years		43.4	0.1	43.4	0.1
	(a)	84.0	14.1	84.0	14.1
Operating lease commitments - as lessor					
- not later than one year		1.2	1.4	1.2	1.4
- later than one year and not later than five years		4.0	1.1	4.0	1.1
- longer than five years		-	1.3	-	1.3
		5.2	3.8	5.2	3.8
Capital commitments					
- not later than one year		0.4	0.8	0.3	0.3
- later than one year and not later than five years		-	-	-	-
		0.4	0.8	0.3	0.3

There are no restrictions imposed on the lease of space other than those forming part of the negotiated lease arrangements for each specific premise.

a) The commitment is mainly in respect of an operating lease arrangement entered into for the rental of office space in The Chifley Tower, Sydney.

Guarantees and commitments to provide credit

Investec Australia is involved in a range of transactions that give rise to contingent and/or future liabilities. These transactions meet the financing requirements of customers and include guarantees and commitments to provide credit.

These transactions combine varying levels of credit, interest rate and liquidity risk. In accordance with Investec Australia's policy, exposure to any of these transactions is not carried at a level that would have a material effect on the financial condition of Investec Australia.

Details of contingent liabilities and off balance sheet business (excluding derivatives) are:

	Consolidated			
As at 31 March	Carrying Amount		Credit Equivalent	
$'m	2012	2011	2012	2011
Guarantees entered into in the normal course of business	49.4	61.9	33.5	49.3
Commitments to provide credit:				
- One year or less	39.6	112.3	7.9	99.6
- Over one year	214.2	143.4	247.7	71.7
	303.2	317.6	289.1	220.6

35) Commitments and contingencies

Guarantees represent unconditional undertakings by Investec Australia to support the obligations of its customers to third parties.

Commitments to provide credit include all obligations on the part of Investec Australia to provide credit facilities.

The transactions are categorised and credit equivalents calculated under APRA guidelines for the risk based measurement of capital adequacy.

The credit equivalent exposure from direct credit substitutes (guarantees) is the face value of the transaction. The exposure to commitments to provide credit is calculated by applying given credit conversion factors to the face value to reflect the duration, the nature and the certainty of the contractual undertaking to provide the facility.

Where the potential loss depends on the performance of a counterparty, Investec Australia utilises the same credit policies and assessment criteria for off balance sheet business as it does for on balance sheet business and if it is deemed necessary, collateral is obtained based on management's credit evaluation of the counterparty. If a probable loss is identified, suitable provisions are raised.

Legal claims

There are no outstanding material legal claims as at 31 March 2012.

36) Events after the balance date

There have been no significant events which have occurred subsequent to 31 March 2012.

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'m	2012	2011	2012	2011

37) Fiduciary activities

The Consolidated Entity conducts investment management and other fiduciary activities for numerous investment funds and trusts.
The aggregate amounts of funds concerned, which are not included in the Consolidated Entity's balance sheet, are as follows:

	2012	2011	2012	2011
Funds under advice	-	563.0	-	-
Funds under management	567.9	779.0	-	-
Funds managed and committed	567.9	1,342.0	-	-

As at 31 March	Consolidated		Investec Bank (Australia) Limited	
$'000	2012	2011	2012	2011

38) Auditor's remuneration

The auditor of Investec Bank (Australia) Limited is Ernst & Young.
The following amounts were paid to the auditors:

	2012	2011	2012	2011
• Audit fees	1,132.0	1,035.0	1,132.0	1,035.0
• Audit related fees	42.6	50.0	42.6	50.0
• Tax fees	345.1	398.0	345.1	398.0
• Other services	38.2	43.0	38.2	43.0
	1,557.9	1,526.0	1,557.9	1,526.0
Audit Fees by audit firm:				
Ernst & Young	1,557.9	1,526.0	1,557.9	1,526.0
	1,557.9	1,526.0	1,557.9	1,526.0

The Audit and Compliance Committee has considered the non-audit services provided by the auditors and is satisfied that the services and the level of fees are compatible with maintaining the auditor's independence.

Audit fees consist of fees for the audit of the annual consolidated financial statements of Investec Australia, the audit of the annual financial statements of Investec Bank (Australia) Limited and each of its controlled entities that are required to prepare financial statements and review and audit opinions to the head office auditor of the ultimate controlling entity.

Audit-related fees consist of (i) fees for services required by statute or regulation that are reasonably related to the performance of the audit or review of the financial statements and which are traditionally performed by the external auditor, and (ii) fees for other assurance services reasonably related to the audit or review of the financial statements, including accounting and regulatory consultations.

Tax fees consist of fees for tax advisory and tax compliance services.

Ernst & Young are also auditors of a number of funds and trusts that Investec Australia conduct investment management and other fiduciary activities. These funds and trusts are not consolidated into the Consolidated Entity's balance sheet. The audit and other fees for these funds and trusts in the year were $594,000 (2011: $326,127).

39) Related party disclosure

The consolidated financial statements include the financial statements of Investec Bank (Australia) Limited and the subsidiaries listed in the following table. All subsidiaries have the same reporting year end as the parent entity.

As at 31 March		% Beneficial Interest		Investment ($)	
Name	Country of incorporation	2012	2011	2012	2011
Investments					
Parent Entity:					
Investec Bank (Australia) Limited	Australia	-	-	-	-
Subsidiaries of Investec Bank (Australia) Limited:					
Wentworth Associates Pty Limited	Australia	100%	100%	64,176,015	64,176,015
Investec Wentworth Pty Limited	Australia	100%	100%	-	-
Investec Wentworth Private Equity Limited	Australia	100%	100%	5	5
IWPE Nominees Pty Limited	Australia	100%	100%	12	12
Investec Australia Direct Investments Pty Limited	Australia	100%	100%	12	12
Investec Property Limited	Australia	100%	100%	5,000,000	5,000,000
Investec Private Advisers Pty Limited	Australia	100%	100%	-	862,456
Dartgrove Pty Limited	Australia	100%	100%	24	24
Investec Australia Funds Management Limited	Australia	100%	100%	100	100
Investec (Australia) Investment Management Pty Limited	Australia	100%	100%	100	100
Investec Experien Pty Limited	Australia	100%	100%	31,679,609	31,679,609
Impala Trust No. 1	Australia	100%	100%	-	-
Nyala Trust	Australia	100%	100%	-	-
Experien Nominees Pty Limited	Australia	100%	100%	-	-
MSN 1438 Pty Limited	Australia	100%	100%	2	2
Investec Power Holdings Pty Ltd	Australia	100%	100%	-	-
Mannum PowerCo Pty Ltd	Australia	100%	100%	100	100
Tungkillo PowerCo Pty Ltd	Australia	100%	100%	-	-
Investec Securities Australia Pty Ltd	Australia	100%	100%	2,000,000	2,000,000
Williamson Wentworth Limited	Australia	100%	100%	850,000	850,000
IBAL Point Cook Trust	Australia	100%	-	-	-
Investec Wylde Street Trust	Australia	100%	-	-	-
Total investments in controlled entities				103,705,979	104,568,435
Notes Issued					
Impala Trust No. 1				33,451,122	41,293,068
Nyala Trust				14,876,046	11,887,066
Total notes issued by controlled entities				48,327,168	53,180,134

Investec Bank (Australia) Limited's ultimate Australian parent entity is Investec Holdings Australia Limited. Its ultimate parent is Investec plc, incorporated in the United Kingdom.

39) Related party disclosure

The following provides the total amount of transactions that were entered into with related parties for the relevant financial year:

Wholly owned group transactions

Loans

1. Interest free loans were made between Investec Bank (Australia) Limited to wholly owned subsidiaries with no fixed repayment date.
2. On entering into tax consolidation, interest free loans were made between Investec Holdings Australia Limited (parent entity) and its subsidiaries (Investec Australia) with no fixed repayment date.

Management fees

1. Investec Bank (Australia) Limited receives management fees from wholly owned subsidiaries in respect of services provided by personnel employed by the Chief Entity.

Other related party transactions

	Balance				Interest expense / (income)	
Related party $m	Mar 12	Mar 11	Interest rate	Term	Mar 12	Mar 11
Investec Limited (current account)	(1.7)	(1.5)	-	No fixed repayment date	-	-
Investec Bank Mauritius	3.1	4.3	8.39%	CDS	0.3	0.2
Investec Bank Mauritius	5.0	4.9	9.39%	CDS	0.5	0.5
Investec Bank Mauritius	4.5	4.4	11.39%	CDS	0.5	1.1
Investec Bank Mauritius	-	6.3	-	CDS	-	0.2
Investec Bank Mauritius	-	(19.9)	-	Deposit	-	-
Investec 1 Limited	(8.6)	(8.6)	9.92%	Subordinated Debt	1.1	1.0
Investec Asset Management UK Limited (current account)	0.3	(1.6)	-	No fixed repayment date	-	-
Investec Bank plc	(0.1)	(0.1)	3.32%	7 year pay fixed 3.32% and receive LIBOR1mth	0.1	0.1
Investec Limited	(11.6)	(11.6)	9.92%	Subordinated debt	1.1	0.1
Investec Bank plc	(0.1)	(0.1)	3.80%	7 year pay fixed 3.32% and receive LIBOR1mth	0.1	0.1
Investec Bank Switzerland	(51.3)	(50.5)	3.83%	Subordinated debt	1.8	1.0
Investec Bank Plc	-	1.3	-	10 year amortising loan- started in 2002 financial year	-	0.1

39) Related party disclosure

Loans to associates and joint ventures

Related party $m	Balance Mar 12	Balance Mar 11	Interest rate	Original term
Global Ethanol Holding Limited	-	11.9	0.00%	6 year Interest free facility
Spinnakers Lake Macquarie	1.6	1.6	10.26%	2 year interest only facility
Spinnakers Lake Macquarie	1.3	1.2	10.41%	2 year interest only facility
Apollo Hotel (land) Pty Limited	1.1	1.1	10.36%	2 year interest only facility
Apollo Hotel (land) Pty Limited	1.3	0.1	14.14%	2 year interest only facility
Apollo Hotel (land) Pty Limited	1.0	0.9	10.51%	2 year interest only facility
Apollo Hotel (business) Pty Limited	0.2	0.2	10.36%	2 year interest only facility
Apollo Hotel (business) Pty Limited	0.3	0.3	10.51%	2 year interest only facility
Tall Trees Motel (business) Pty Limited	0.5	0.5	10.41%	2 year interest only facility
Tall Trees Motel (business) Pty Limited	0.6	0.6	10.26%	2 year interest only facility
Tall Trees Motel (land) Pty Limited	0.2	0.2	10.41%	2 year interest only facility
Tall Trees Motel (land) Pty Limited	0.3	0.3	10.26%	2 year interest only facility
IPCO Investment Pty Ltd	3.3	5.8	6.83%	2 year interest capitalising facility
Trust Project No. 9 Unit trust	5.2	-	12.00%	Loan facility

Credit Linked Notes

Investec Bank (Australia) Limited holds unfunded Credit Linked Notes issued by Investec Bank Plc of A$26,662,931. The CLN exposure represents a % of the drawn amounts under each facility against which it has been provided. The Credit Linked Notes issued indemnify Investec Bank (Australia) Limited against A$26,662,931 of the A$39,634,453 exposure on three specific loan facilities provided to lending clients. Investec Bank (Australia) Limited pays a fee to Investec Bank Plc calculated as a percentage of the value of Credit Linked Notes issued.

Derivatives

Investec Bank (Australia) Limited entered into an interest rate swap and commodity averaging contracts with Investec Bank Plc valued at a negative market value of $165,570 (2011: negative market value of $213,151).

Investec Bank (Australia) Limited (IBAL) entered into Credit Default Swap agreements with Investec Bank Mauritius (IBM). IBM is taking the credit risk exposure on three separate junior notes in the Professional Finance Impala Trust (C note: $3,093,354; D note: $5,000,000 and E note: $4,458,906). A coupon payment is payable for the CDS balance on a monthly basis to IBM until the CDS expiry.

40) Director and relevant executive disclosure

(a) Details of directors and relevant executives

Directors	
David Gonski	Non-Executive Chairman
Geoffrey Levy	Non-Executive Deputy Chairman
David Clarke	Chief Executive Officer (CEO)
Alan Chonowitz	Deputy CEO and Chief Financial Officer
John Murphy	Non-Executive Director
Kate Spargo	Non-Executive Director
Peter Thomas	Non-Executive Director
Richard Longes	Non-Executive Director
Robert Mansfield	Non-Executive Director
Stephen Koseff	Non-Executive Director
Bradley Tapnack	resigned 31 October 2011

Certain directors are directors of other companies in the Investec plc and Investec Limited Group.

(b) Compensation of directors and relevant executives

	Consolidated		Investec Bank (Australia) Limited	
As at 31 March $m	2012	2011	2012	2011
Short-term employee benefits	9.1	6.7	4.6	3.6
Post-employment benefits	0.4	0.3	0.1	0.2
Other long-term benefits	-	0.1	-	-
Termination benefits	1.3	-	-	-
Share-based payments	1.9	2.0	1.5	1.7
	12.7	9.1	6.2	5.5

(c) Loans and guarantees to directors and relevant executives

Guarantees

Related party $m	Balance Mar 12	Balance Mar 11	Term
Alan Chonowitz	0.1	0.1	Normal commercial terms, fully cash backed

40) Director and relevant executive disclosure

(c) Loans and guarantees to director and relevant executives

Loans

Related party	$m Balance Mar 12	Balance Mar 11	Average Interest rate	Facility Limit	Term
Alan Chonowitz	2.1	2.3	6.82%	4.1	Normal commercial terms
Alan Chonowitz	-	0.2	0.00%	-	Interest free, 3 yr bullet non-revolving cash advance facility (4)
APM Enterprises Pty Ltd (1)	0.2	0.2	7.48%	0.3	Normal commercial terms
APM Enterprises Pty Ltd (1)	0.7	0.7	0.00%	0.7	Non recourse loan
David Gonski	-	0.2	0.00%	-	Interest free, 3 yr bullet non-revolving cash advance facility (4)
Eminence Grise Pty Limited (5)	0.2	0.2	8.78%	0.2	Normal commercial terms
GDL Investments Pty Ltd (2)	-	0.5	0.00%	-	Normal commercial terms
Geoffrey Levy	-	0.2	0.00%	-	Interest free, 3 yr bullet non-revolving cash advance facility (4)
John Murphy	0.2	0.8	6.00%	0.6	Normal commercial terms
John Murphy	-	0.1	0.00%	-	Interest free, 3 yr bullet non-revolving cash advance facility (4)
Tuwele Pty Limited (3)	2.8	2.8	0.00%	2.8	Non recourse loan

1) John Murphy's wife is a director of APM Enterprises Pty Limited.

2) Geoffrey Levy is a director of GDL Investments Pty Limited.

3) John Murphy is a director of Tuwele Pty Limited.

4) Loan provided in connection with and part of the Investec Group's long term incentive plan.

5) Kate Spargo is a director of Eminence Grise Pty Limited.

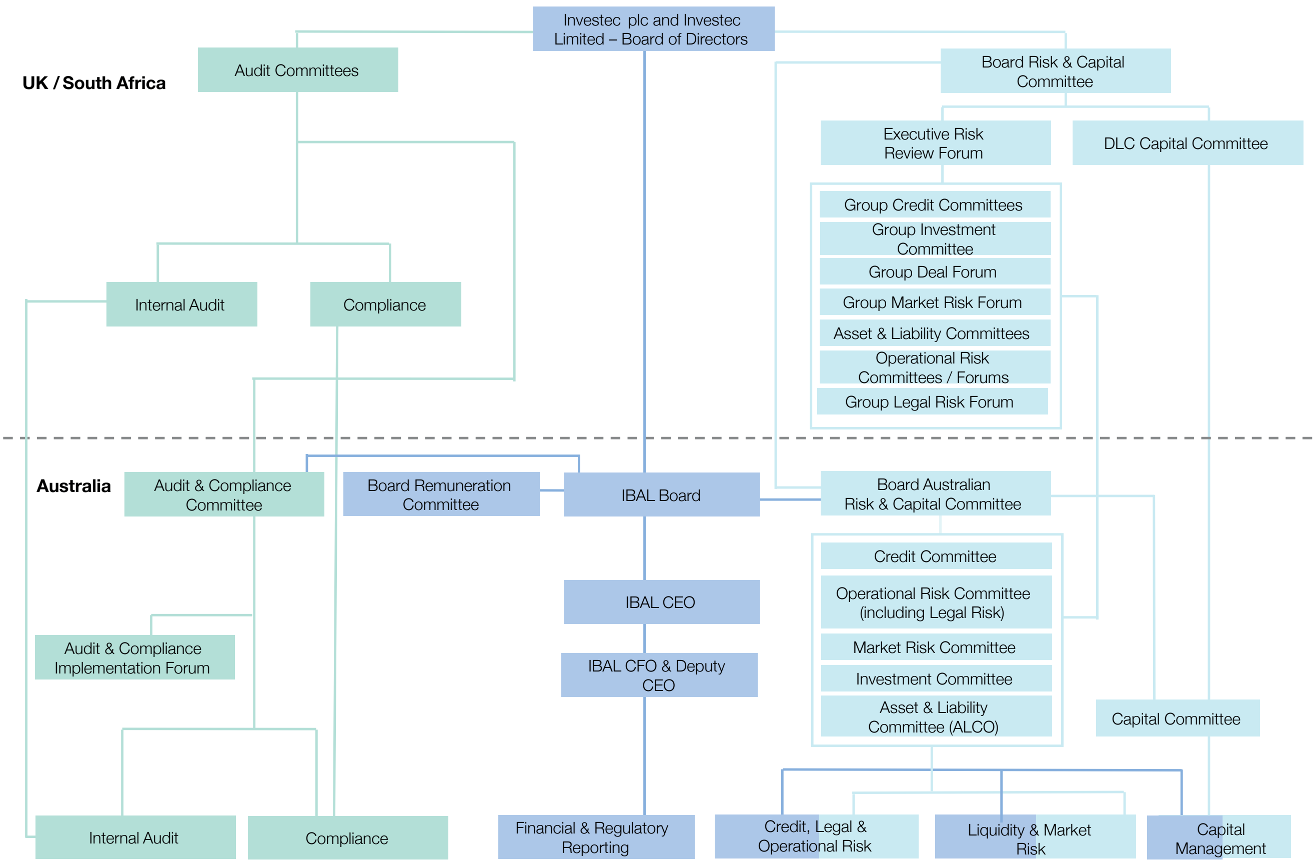
Risk and compliance structure

A number of committees and forums identify and manage risk at a business unit level. These committees and forums operate together with Group Risk Management and are mandated by the Boards of Investec plc and Investec Limited and they cover all entities within Investec Australia.

A diagram of the Investec Australia's governance and risk framework is provided below as at 31 March 2012.

41) Financial risk management

IBAL risk and compliance framework



41) Financial risk management (continued)

Key risks

- Credit and counterparty risk exposes us to losses caused by financial or other problems experienced by our clients
- Liquidity risk may impair our ability to fund our operations
- Our net interest earnings and net asset value may be adversely affected by interest rate risk
- Market, business and general economic conditions and fluctuations could adversely affect our businesses in a number of ways
- We may be unable to recruit, retain and motivate key personnel
- Employee misconduct could cause harm that is difficult to detect
- Operational risk may disrupt our business or result in regulatory action
- We may be vulnerable to the failure of our systems and breaches of our security systems
- We may have insufficient capital in the future and may be unable to secure additional financing when it is required
- The financial services industry in which we operate is intensely competitive
- Legal and regulatory risks are substantial in our businesses
- Reputational and strategic risk

The sections that follow provide information on the main risks the entity faces - credit, liquidity and market risk.

For further information pertaining to the management and monitoring of financial risks, refer to the Risk Management section of this report set out on page 19 – 52.

Credit risk

Credit risk is assumed through transacting with target private and corporate clients, project and resource finance and the placement of surplus liquidity with highly rated domestic banks and financial institutions.

To manage, measure and mitigate credit risk, we have an independent credit function and committee, which operate under Board approved delegated limits, policies and procedures. These are consistent with those of the Investec Group and comply with the prudential standards issued by the Australian Prudential Regulatory Authority.

The credit function has significant interaction with Group Credit, which includes the requirement for Group Credit approval for all transactions outside of local delegated limits. Regular credit reporting to Group Risk management and periodic on site credit reviews by members of Group Credit. There is a high level of executive and non-executive involvement in credit decision making forums. All decisions to enter a transaction are based on unanimous consent.

We use the following fundamental principles to manage credit risk:

- A clear definition of our target market;
- A quantitative and qualitative assessment of the creditworthiness of our counterparties;
- Appropriate credit granting criteria;
- An analysis of all related risks, including concentration risk (concentration risk considerations include asset class, industry, counterparty, and geographical concentration);
- Prudential limits;
- Regular monitoring of existing and potential exposures once facilities have been approved; and
- A high level of executive involvement in and non-executive awareness of decision-making and review.

41) Financial risk management (continued)

Credit risk – maximum exposure to credit risk without taking account of any collateral and other credit enhancements

The table below shows the maximum exposure to credit risk for the components of the balance sheet, including derivatives. The maximum exposure is shown gross, before the effect of mitigation through the use of master netting and collateral agreements.

Consolidated $'m	31 March 2012	31 March 2011
On balance sheet exposures	4,925.8	5,177.6
Debt instruments - Non Sovereign (NCDs, bonds held, MBSs)	898.4	1,292.6
Bank placements (including Sovereign, government placements)	786.3	390.2
Loans and advances to customers	3,024.2	3,368.1
Trading exposures (positive fair value excluding potential future exposures)	216.9	126.7
Off balance sheet exposures	303.2	317.6
Guarantees entered into in the normal course of business	49.4	61.9
Commitments to provide credit	253.8	255.7
Total gross exposures pre collateral or other credit enhancements	5,229.0	5,495.2

Where financial instruments are recorded at fair value the amounts shown above represent the current credit risk exposure but not the maximum risk exposure that could arise in the future as a result of changes in values.

Investec Australia's credit risk is predominantly focussed on the Australian market with in excess of 95% of committed exposures to this geography.

Risk concentration of the maximum exposure to credit risk

Consolidated $'m	31 March 2012	31 March 2011
Private Bank, professional and HNW individuals	2,630.0	3,125.5
Agriculture	5.0	1.2
Electricity, gas and water (utility services)	74.1	97.2
Public and non-business services	428.5	293.5
Finance and insurance	1,425.8	1,449.1
Retailers and wholesalers	41.1	46.8
Real estate	177.2	192.1
Manufacturing and commerce	62.1	38.7
Mining and resources	155.1	192.1
Leisure, entertainment and tourism	53.8	19.6
Transport and communication	28.5	39.4
Construction	138.1	-
Business services	9.8	-
	5,229.1	5,495.2

Collateral and other credit enhancements

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty and the requirements of the relevant credit committee. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters.

The bulk of collateral taken is within the Private Bank division which makes up a substantial portion of our on balance sheet assets. This tends to be residential and commercial real estate. Other forms of security are cash, motor vehicles, cash and shares.

Management monitors the market value of collateral, requests additional collateral in accordance with the underlying agreement, and monitors the market value of collateral obtained during the adequacy of the allowance for impairment losses.

It is the Investec Australia's policy to dispose of repossessed properties in an orderly fashion. The proceeds are used to reduce or repay the outstanding claim. In general, we do not occupy repossessed properties for business use.

Collateral given - The carrying amount of securities sold under agreements to repurchase at 31 March 2012 was nil (31 March 2010 $nil) which were classified available-for-sale (Note 14). The counterparty is allowed to sell or repledge those securities in the absence of default by the Bank.

Collateral received - The Bank received collateral of $39.6m (31 March 2011 $28.0m) of credit linked notes. Refer to Note 39 for details.

41) Financial risk management (continued)

Asset quality of non-impaired banking assets

The table below provides details of the categorisation of on balance sheet banking assets for which Investec Australia rates individual exposures. The basis used for determining grading of non-impaired banking assets are:

Performing – graded 1 to 7 - Facilities graded 1-6 inclusive of all Investec Professional Finance Group facilities (equivalent to S&P AAA -> B-)
Performing – graded 8 and above - Facilities graded 7 and above (equivalent to S&P CCC -> C)
Un-graded - Grading not yet determined

	Neither past due nor impaired			
Consolidated $'m	Performing – graded 1 to 7	Performing – graded 8 and above	Un-graded	Total
As at 31 March 2012:				
Financial investments - available-for-sale	1,291.0	-	18.6	1,309.6
Loans and advances to customers	2,896.7	33.4	-	2,930.1
Investments accounted for using the equity method	-	-	8.0	8.0
As at 31 March 2011:				
Financial investments - available-for-sale	1,292.5	-	24.1	1,316.6
Loans and advances to customers	2,811.6	125.4	-	2,937.0
Investments accounted for using the equity method	-	-	2.5	2.5

Ageing analysis of past due but not impaired assets

Consolidated $'m	1 - 60 days	61 - 90 days	91 - 180 days	181 - 365 days	>365 days	Total
31 March 2012						
Private Bank, professional and HNW individuals	23.5	0.7	2.2	6.5	7.4	40.3
Corporate sector	-	-	-	-	-	-
	23.5	0.7	2.2	6.5	7.4	40.3
31 March 2011						
Private Bank, professional and HNW individuals	40.1	18.9	20.7	59.9	78.0	217.6
Corporate sector	-	-	-	-	-	-
	40.1	18.9	20.7	89.9	78.0	217.6

Impairment assessment

Impaired facilities include any facility (on balance sheet or off balance sheet) where there is doubt over the timely collection of the full amounts of cash flows contracted to be received by Investec Australia.

As a minimum, the following events constitute doubt and require a facility to be regarded as impaired.

- a facility 90 days past due unless otherwise well secured
- an entity to which facilities have been provided is subject to administration or bankruptcy proceedings, unless the facilities are otherwise well secured
- a write off has been taken on the facility even if the facility is not in breach of contractual requirements. This does not apply in the case of some restructured facilities and assets acquired through enforcement of security; and
- with respect to off-balance sheet facilities Investec Australia is unlikely to receive timely payment of the full amounts which it has exchanged or is contracted to advance

Consolidated $'m	31 March 2012	31 March 2011
Gross core loans and advances to customers that are impaired	53.8	213.5
Collateral and other credit enhancements	(37.3)	(162.6)
Specific impairments	(16.5)	(50.9)
Net impaired loans and advances to customers (limited to zero)	-	-

41) Financial risk management (continued)

Liquidity risk

Liquidity risk is the risk that we have insufficient capacity to fund contracted increases in assets, or are unable to meet our payment obligations as they fall due, including 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 market-wide events.

Risk management has become more sophisticated with liquidity risk being no exception and we consider both funding liquidity risk and market liquidity risk.

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 timeously with minimal risk of capital loss, unpredicted customer non-payment of a loan obligation and a sudden increased demand for loans.

A key component of our liquidity management framework is assumptions-based planning and scenario modelling to estimate the funding requirement to meet expected growth. Anticipated on- and off-balance sheet cash flows are subjected to a variety of scenarios in order to evaluate the impact of both likely outcomes and unlikely but plausible events on liquidity positions. Scenarios and liquidity stress tests are designed to measure and manage the liquidity position such that payment obligations can be met under both normal and stressed conditions. Operationally the preparation of cash flow projections (for assets and liabilities) and funding requirements corresponding to the forecasted cash flow mismatch are translated into short- and long-term funding strategies. This ensures the smooth management of the day-to-day liquidity position within conservative parameters and further validates that, in the event of either a firm-specific or general market event, we are able to generate sufficient liquidity to withstand short term liquidity stress.

We maintain liquidity contingency plans and the identification of alternative sources of funds in the market. This is to ensure that cash flow estimates and commitments can be met in the event of general market disruption or adverse business and economic scenarios, while minimising detrimental long-term implications for the business.

Our liquidity management processes encompass principles set out by the regulatory authority, namely APRA.

Analysis of financial liabilities by remaining undiscounted contractual flows

The following tables analyse contractual undiscounted repayment obligations into relevant maturity groupings based on the remaining period at balance sheet date to the contractual maturity date. This analysis includes all future forecast principal and interest cashflows.

	Consolidated					
As at 31 March 2012 $'m	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
Liabilities						
Customer accounts	723.4	840.5	663.7	177.1	18.1	2,422.8
Derivative financial instruments	4.1	17.6	106.0	53.7	22.5	203.9
Debt issued and other borrowed funds	63.9	277.8	590.6	1,338.5	18.2	2,289.0
Subordinated loans	-	1.0	2.5	82.8	-	86.3
Total liabilities	791.4	1,136.9	1,362.8	1,652.1	58.8	5,002.00

	Consolidated					
As at 31 March 2011 $'m	Up to 1 month	1 to 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
Liabilities						
Customer accounts	784.0	767.3	598.3	114.7	19.6	2,283.9
Derivative financial instruments	4.5	32.1	58.9	69.7	9.0	174.2
Debt issued and other borrowed funds	123.2	166.6	875.0	1,429.5	14.0	2,608.3
Subordinated loans	-	1.0	3.3	89.4	-	93.7
Total liabilities	911.7	967.0	1,535.5	1,703.3	42.6	5,160.1

41) Financial risk management (continued)

Market risk

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.

Traded market risk

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 to our clients, arbitrage, and investments in the commodity, foreign exchange, equity, capital and money markets. The focus of these businesses is on supporting client activity. Our philosophy is that trading should be conducted largely to facilitate clients in deal execution.

Measurement techniques used to quantify the market risk arising from our trading activities include sensitivity analysis and Value at Risk (VaR). Stress testing is also used to simulate extreme conditions to supplement these core measures.

VaR numbers are monitored at the 95% confidence interval. 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 exceeds the one-day VaR, a "back testing breach" is considered to have occurred. There have been five exceptions i.e. where the loss is greater than the VaR. This is more than the expected number of exceptions at the 99% level as a result of high levels of market volatility, specifically in interest rate and foreign exchange markets where the Australian trading activity was most active.

VaR is calculated using a historical simulation model based on the latest 510 business days of unweighted historical rates data.

Consolidated $'m	31 March 2012	31 March 2011
VaR 95% (one-day)		
Position	0.002	0.007
Option	-	-
Interest Rate	0.031	0.017
Consolidated	0.031	0.020
High	0.184	0.202
Low	0.019	0.012
Average	0.068	0.089

Equity price risk

Equity price risk is the risk that the fair values of equities decrease as the result of changes in the levels of equity indices and the value of individual stocks. The non-trading equity price risk exposure arises from the investment portfolio.

The effect on equity due to a reasonably possible change in equity indices held over a one year time horizon with all other variables held constant, is as follows:

	Change in equity price	Effect on equity	Change in equity price	Effect on equity
	2012	2012	2011	2011
	%	$'m	%	$'m
Market Indices				
ASX small cap	+ / - 51.7	9.3 / (7.8)	+ / - 40.9	10.2 / (7.1)

41) Financial risk management (continued)

Non-traded interest rate risk description

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

Sources of interest rate risk include volatility and changes in interest rate levels, yield curves and spreads. These affect the interest rate margin realised between lending income and borrowing costs, when applied to our rate sensitive asset and liability portfolios.

We utilise a number of measures to monitor and control interest rate risk in the Banking Book, including static gap analysis, % of a balance sheet limits, Earnings at Risk (EAR) measures and limits, and Economic Value at Risk (EVaR) sensitivity.

Non-traded interest rate risk is stress tested on a monthly basis utilising an EVaR sensitivity. The calculation involves measuring the present value of cashflows in the Banking Book, then recalculating the present value of cashflows having stressed the interest rate curve by 2%. The difference between the two is the measured EVaR.

The table below shows the stress sensitivity to interest rates in the Banking Book utilising EVaR:

Consolidated $'m	High for the year Mar 12	Low for the year Mar 12	Average for the year Mar 12	As at Mar 12	High for the year Mar 11	Low for the year Mar 11	Average for the year Mar 11	As at Mar 11
Economic Value at Risk	10.1	1.1	4.9	5.9	2.4	(8.5)	(2.0)	1.8

The Banking Book constitutes all assets on the Investec Bank (Australia) Limited balance sheet including (but not limited to) loans, investments, deposits, debt securities issued etc. but excluding those exposures that are arising specifically within the trading book.

Investec Australia's interest sensitivity to earnings risk (EAR) and in relation to the Professional Finance Trusts arises in relation to various note holdings that we have in these Trusts. These notes are liabilities of the relevant trusts and treated as assets in the balance sheet. As the notes form part of the assets in the balance sheet they are treated in the same manner and using the same methodologies as are used for all assets in the Banking Book the calculation of the EAR and EVaR.

We also measure, on a monthly basis, the stress sensitivity of earnings to interest rate movements, utilising an Earnings at Risk sensitivity. The calculation involves the measuring of the static interest rate repricing gaps arising as a result of the varying interest rate repricing characteristics of assets, liabilities and capital, and the impact, over a 12 month period, of a 2% interest rate movement on earnings arising from the static gap position.

The table below shows the stress sensitivity to interest rates in the Banking Book utilising the EAR methodology as described above.

Consolidated $'m	High for the year Mar 12	Low for the year Mar 12	Average for the year Mar 12	As at Mar 12	High for the year Mar 11	Low for the year Mar 11	Average for the year Mar 11	As at Mar 11
Earnings at Risk	10.7	1.7	6.6	7.9	11.7	(3.1)	5.0	11.7

42) Capital management

The management of the capital at our disposal is paramount to our success. Strategically, we focus on ensuring that we only enter business activities that are expected to earn appropriate returns on our capital and satisfy the demands of our shareholders. Our objective is to increase shareholder value through a discipline that links capital allocation and structuring, performance measurement, investment decisions, risk management and capital-based incentive compensation into one integrated framework. The Board of Directors are ultimately responsible for capital management. At the highest level, the Board has, through the Investec Board Australian Risk and Capital Committee, delegated direct responsibility for capital management to the Investec Australia Capital Committee to oversee the components contributing to effective control and use of capital.

Investec Australia has also implemented (in line with the wider Investec Group) a three year capital planning framework as a mechanism to achieve effective forecasting and management of capital demands over the medium term under both expected conditions and positive and negative stress scenarios.

Investec Australia is well capitalised and capital adequacy ratios exceed the minimum regulatory requirements.

43) Share based payment plans

The Investec Group operates internationally through a Dual Listed Company structure ("DLC"). Investec plc, the Group's ultimate parent company, is listed on the London Stock Exchange. Investec Limited is listed on the Johannesburg Securities Exchange. Investec plc and Investec Limited are linked by the DLC.

The employees of the Group in Australia are eligible to participate in the employee share schemes operated by Investec plc and Investec Limited. These schemes operate on an equity settled basis and were created to promote an 'esprit de corps' within the organisation, create an awareness of Investec's performance, and to provide an incentive to maximise individual and group performance by allowing all staff to share in the risks and rewards of the Group. From the perspective of Investec Bank (Australia) Limited and its consolidated Group, share based payments are reimbursed through cash settlement back to the issuing entity.

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There are two types of plans in which employees may participate:

Security purchase and options plans

Investec plc or Investec Limited grant share options to selected Group employees. The exercise price of the options is equal to the market price of the shares on the date of grant. The options vest in tranches of 25% on each of the second, third, fourth and fifth anniversary of grant.The portion of options granted under these plans that have not been exercised lapse as follows:

- Investec plc Share Option Plan 2002 (unapproved plan) - on expiry of 90 days after each vesting date
- Investec Limited Security Purchase and Option Scheme 2002 Trust - on expiry of 90 days after each vesting date
- Investec Limited Security Purchase and Option Scheme Trust- on the 10th anniversary of the grant

Long Term Share Incentive Plans

Investec plc or Investec Limited grant share options to selected Group employees. There is a zero exercise price of the options and they vest in tranches of 75% in year 4 and 25% in year 5.

The expense recognised in the Statement of Comprehensive Income in relation to share-based payments is disclosed in note 9 (a). The exercise price range and weighted average remaining contractual life for options outstanding at 31 March 2012, were as follows:

Exercise price range	£0 - £4.98
Weighted average remaining contractual life	3.13 years

The fair value of options granted were calculated using a Black-Scholes option pricing model. For options granted during the year, the inputs were as follows;

	2012	2011
Share price at date of grant	£3.34 - £5.00	£4.29 - £4.98
Exercise price	£0	£0
Expected volatility	30%	30% - 38%
Option life	5 Years	5 Years
Expected dividend yield	5.19% - 7.84%	5.07% - 5.23%
Risk-free rate	1.48% - 2.15%	2.05% - 2.15%

43) Share based payment plans (continued)

The following table illustrates the number (No.) and weighted average exercise prices (WAEP) of and movements in share options issued during the year:

Investec plc Share Option Plan 2002 (unapproved plan)	2012 No.	2012 WAEP	2011 No.	2011 WAEP
Outstanding at the beginning of the year	360	£ 4.98	8,260	£ 3.65
Granted during the year	-	-	-	-
Re-allocation of employees during the year	-	-	-	-
Exercised during the year	-	-	(4,875)	£ 3.41
Lapsed during the year	-	-	(3,025)	£ 3.88
Outstanding at the end of the year	360	£ 4.98	360	£ 4.98
Exercisable at the end of the year	360	£ 4.98	-	-

Investec Limited Security Purchase and Option Scheme 2002 Trust	2012 No.	2012 WAEP	2011 No.	2011 WAEP
Outstanding at the beginning of the year	-	-	180	R 54.41
Granted during the year	-	-	-	-
Re-allocation of employees during the year	-	-	-	-
Exercised during the year	-	-	-	-
Lapsed during the year	-	-	(180)	R 54.41
Outstanding at the end of the year	-	-	-	-
Exercisable at the end of the year	-	-	-	-

Investec Limited Share Incentive Plan - Nil Cost Option	2012 No.	2012 WAEP	2011 No.	2011 WAEP
Outstanding at the beginning of the year	397,939	-	207,707	-
Granted during the year	-	-	-	-
Re-allocation of employees during the year	99,375	-	370,735	-
Exercised during the year	(337,263)	-	(178,003)	-
Lapsed during the year	(204)	-	(2,500)	-
Outstanding at the end of the year	159,847	-	397,939	-
Exercisable at the end of the year	17,750	-	17,750	-

43) Share based payment plans (continued)

The following table illustrates the number (No.) and weighted average exercise prices (WAEP) of and movements in share options issued during the year

Investec Group Limited Share Option Plan	2012 No.	2012 WAEP	2011 No.	2011 WAEP
Outstanding at the beginning of the year	-	-	-	-
Granted during the year	-	-	-	-
Re-allocation of employees during the year	-	-	-	-
Exercised during the year	-	-	-	-
Lapsed during the year	-	-	-	-
Outstanding at the end of the year	-	-	-	-
Exercisable at the end of the year	-	-	-	-

Investec Limited Security Purchase & Option Scheme Trust Plan - Nil Cost Options	2012 No.	2012 WAEP	2011 No.	2011 WAEP
Outstanding at the beginning of the year	205,542	R 41.00	524,515	R 41.83
Granted during the year	-	-	-	-
Re-allocation of employees during the year	80,000	-	(62,500)	-
Exercised during the year	(285,542)	R 39.00	(256,473)	R 44.84
Lapsed during the year	-	-	-	-
Outstanding at the end of the year	-	-	205,542	R 40.64
Exercisable at the end of the year	-	-	205,542	R 40.64

Investec 1 Limited Share Incentive Plan - Nil Cost Options	2012 No.	2012 WAEP	2011 No.	2011 WAEP
Outstanding at the beginning of the year	7,449,110	-	5,508,132	-
Granted during the year	2,529,750	-	3,752,550	-
Re-allocation of employees during the year	27,251	-	(57,250)	-
Exercised during the year	(1,050,561)	-	(1,171,712)	-
Lapsed during the year	(556,807)	-	(582,610)	-
Outstanding at the end of the year	8,398,743	-	7,449,110	-
Exercisable at the end of the year	143,870	-	89,222	-

44) Segmental information

The bank's segmental reporting is based on the following operating segments:

For the year ended 31 March 2012 $'m	Private client activities							
	Ongoing core business	Non core property development finance business	Total	Capital markets	Investment banking	Property activities	Group services and other activities	Total group
Profit/(loss) before income tax	14.1	(126.8)	(112.7)	19.1	(5.5)	4.7	(7.3)	(101.7)
Total assets	2,428.2	139.8	2,568.0	2,323.5	18.1	126.9	206.3	5,242.7
Total liabilities	838.9	-	838.9	3,769.9	-	8.8	27.1	4,644.6

For the year ended 31 March 2011 $'m	Private client activities							
	Ongoing core business	Non core property development finance business	Total	Capital markets	Investment banking	Property activities	Group services and other activities	Total group
Profit/(loss) before income tax	31.8	(48.9)	(17.1)	16.1	(10.1)	11.6	1.6	2.1
Total assets	2,535.7	414.4	2,950.1	2,124.5	22.6	107.7	170.0	5,375.0
Total liabilities	750.4	-	750.4	3,896.4	-	9.7	34.6	4,691.1

* The total group profit / (loss) before income tax can be seen in the Statement of Comprehensive Income on page 59.

Directors' Declaration

In accordance with a resolution of the Directors of Investec Bank (Australia) Limited, we state that:

1. In the opinion of the directors:

   (a) the financial statements and notes of the company and of the consolidated entity are in accordance with the Corporations Act 2001, including:

   (i) giving a true and fair view of the company's and consolidated entity's financial position as at 31 March 2012 and of their performance for the year ended on that date; and

   (ii) complying with Accounting Standards and Corporations Regulations 2001;

   (b) the financial statements and notes also comply with International Financial Reporting Standards as disclosed in Note 2(c); and

   (c) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

On behalf of the Board

David Clarke	Alan Chonowitz
Director	Director
Sydney	Sydney
15 June 2012	15 June 2012

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Independent auditor's report to the members of Investec Bank (Australia) Limited

Report on the financial report

We have audited the accompanying financial report of Investec Bank (Australia) Limited, which comprises the statements of financial position as at 31 March 2012, the statements of comprehensive income, the statements of changes in equity and the statements of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration of the company and the consolidated entity comprising the company and the entities it controlled at the year's end or from time to time during the financial year.

Directors' responsibility for the financial report

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal controls as the directors determine are necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error. In Note 2(c), the directors also state, in accordance with Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements comply with *International Financial Reporting Standards*.

Auditor's responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Independence

In conducting our audit we have complied with the independence requirements of the *Corporations Act 2001*. We have given to the directors of the company a written Auditor's Independence Declaration, a copy of which is included in the directors' report.

Opinion

In our opinion:

a. the financial report of Investec Bank (Australia) Limited is in accordance with the *Corporations Act 2001*, including:

i giving a true and fair view of the company's and consolidated entity's financial positions as at 31 March 2012 and of their performance for the year ended on that date; and

ii complying with Australian Accounting Standards and the *Corporations Regulations 2001*; and

b. the financial report also complies with *International Financial Reporting Standards* as disclosed in Note 2(c).

Ernst & Young

Ernst & Young

Steve Ferguson

Steve Ferguson
Partner
Sydney
15 June 2012