

Out of the Ordinary®

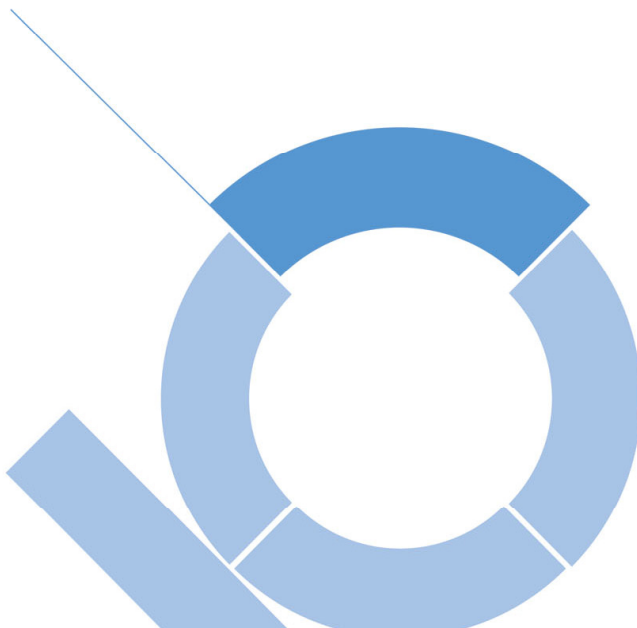


Specialist Bank and
Asset Manager

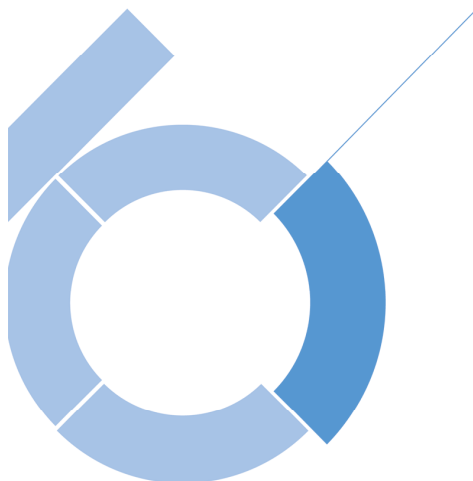
Results presentation

For the year ended

31 | 03 | 2010



Snapshot of the year

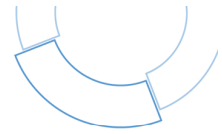


Out of the Ordinary®

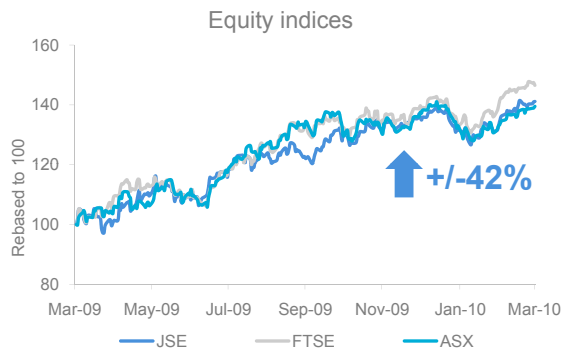


Specialist Bank and
Asset Manager

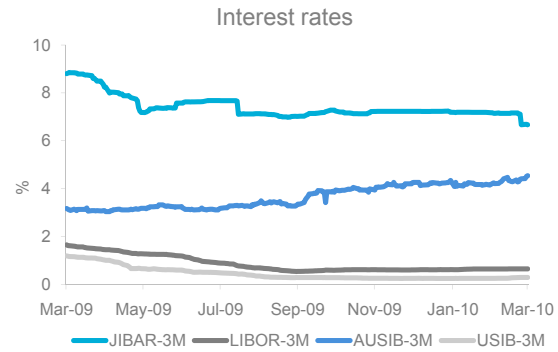
Improved operating environment



Strong rise in equity markets



Stable interest rate environment



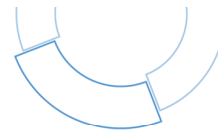
Mixed exchange rate environment



Source: Datastream,

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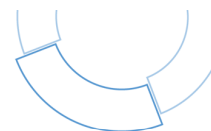
Strength post the crisis



- Investec's strength during and post the financial crisis coupled with continued investment in the brand has paid off.

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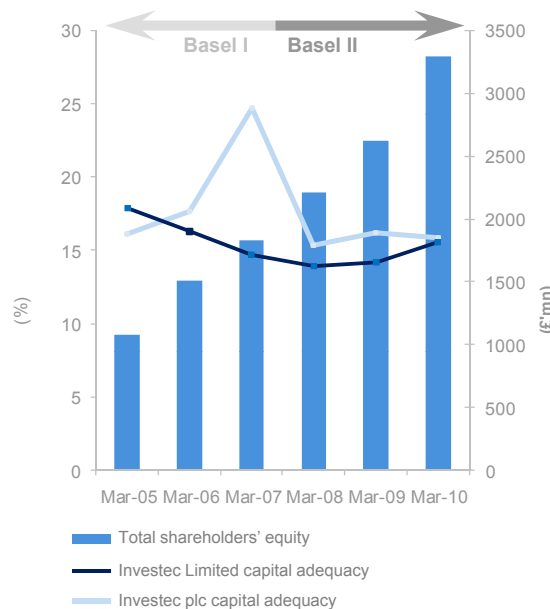
Strengthened our capital position ...



Capital adequacy and Tier 1 ratios

31 Mar-10	Capital adequacy ratio	Tier 1 ratio
Investec Limited	15.6%	12.1%
Investec Bank Limited	15.5%	11.7%
Investec plc	15.9%	11.3%
Investec Bank plc	16.9%	12.3%
Investec Bank (Australia) Limited	19.2%	16.6%

Capital adequacy



Note: The group is on the standardised approach in terms of Basel II and as a result has higher RWA than banks applying the advanced approach to similar portfolios, thus understating capital ratios

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... and enhanced liquidity ...



Surplus cash and near cash



Total 31 Mar-10	£9.1 bn
Investec Limited	£4.4 bn
Investec plc	£4.7 bn

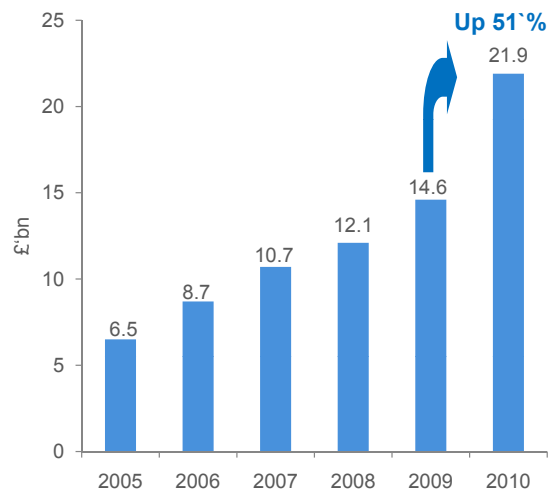
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... through building customer deposits



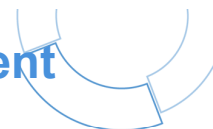
- Focused effort to **diversify** our deposit base
- Additional customer deposits raised across the group over the year was **£7.3bn**

Customer accounts (deposits)



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Significant growth in assets under management



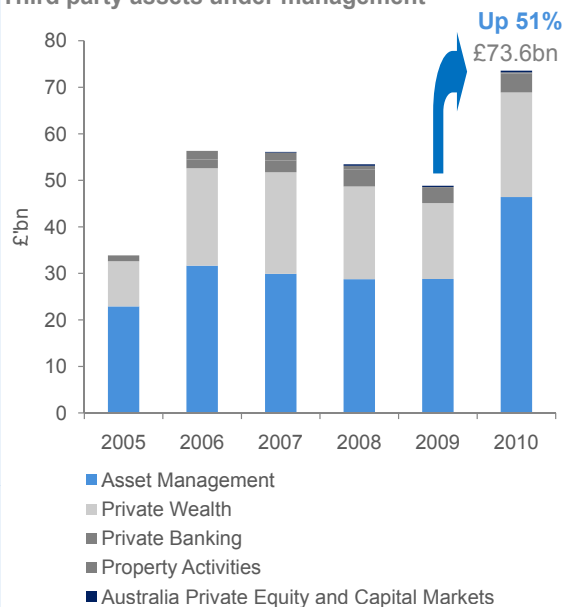
Asset Management

- Record net inflows of £4.7bn for the year

Private Wealth*

- Offer to purchase Rensburg Sheppards plc in the UK
 - Shareholder vote and scheme meeting on 1 June 2010
 - Court approval and implementation on 25 June 2010
- Consolidating our wealth management businesses globally

Third party assets under management



*Formerly Private Client Portfolio Management & Stockbroking

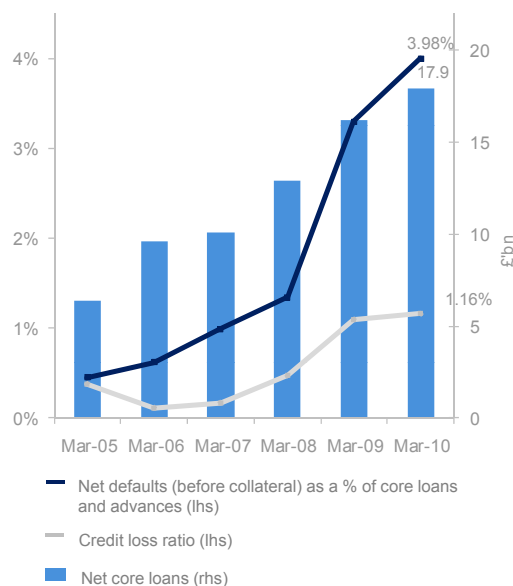
8

Impairments and defaults up but peaking



- The slower pace of economic recovery has caused a delay in the improvement of non-performing loans
- We have, however, seen an improvement towards the end of the financial year

Defaults and core loans



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Delivered a stable performance



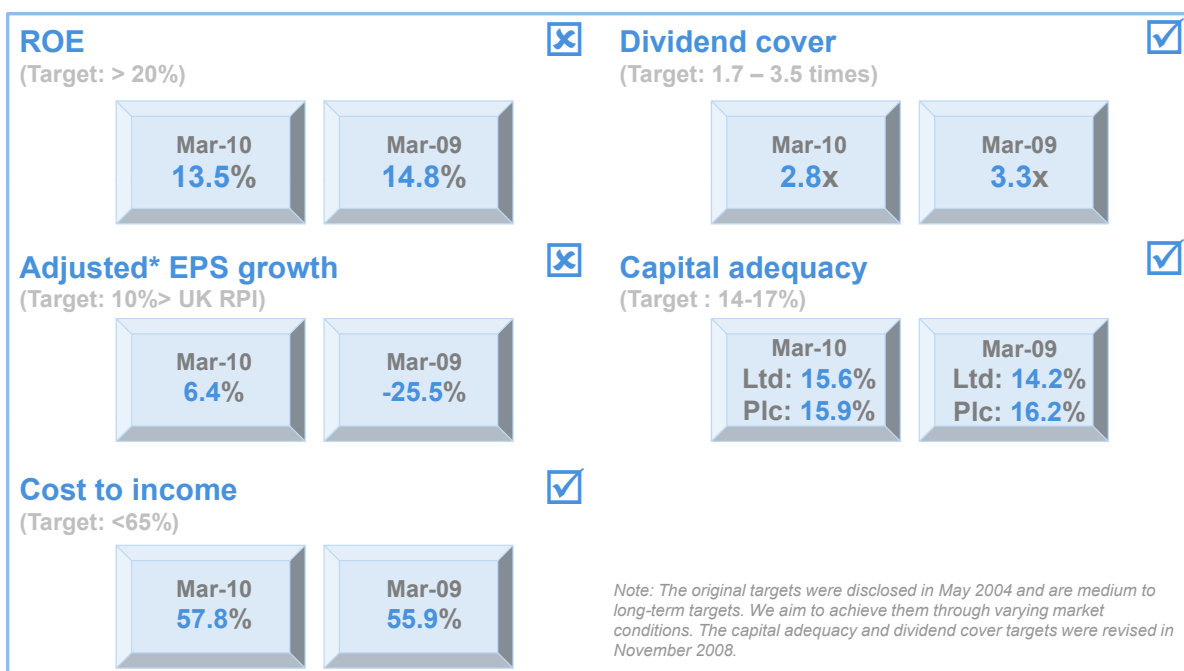
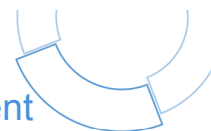
	Mar-10	Mar-09	% Change
Operating profit* before tax (£'000)	432 258	396 766	8.9%
Operating profit* before tax and impairment losses on loans and advances (£'000)	718 839	652 939	10.1%
Attributable earnings* (£'000)	309 710	269 215	15.0%
Adjusted EPS* (pence)	45.1	42.4	6.4%
DPS (pence)	16.0	13.0	23.1%
Net tangible asset value per share (pence)	324.1	266.3	21.7%
Core loans and advances to customers (£'bn)	17.9	16.2	10.2%

*Before goodwill and non-operating items and after minorities

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Financial targets

... ROE and EPS targets difficult to achieve in this environment

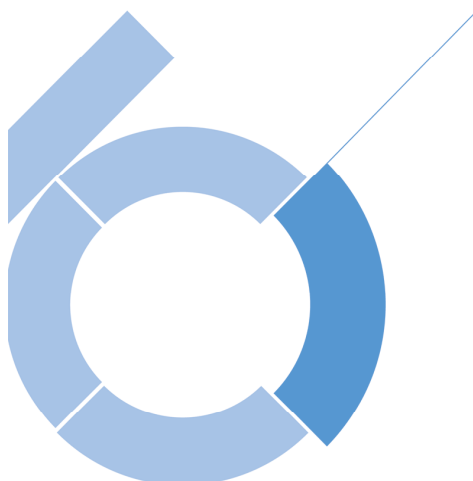


*As determined in accordance with IFRS. Adjusted EPS is before goodwill, non-operating items and after the accrual of dividends attributable to perpetual preference shareholders;

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Business model review



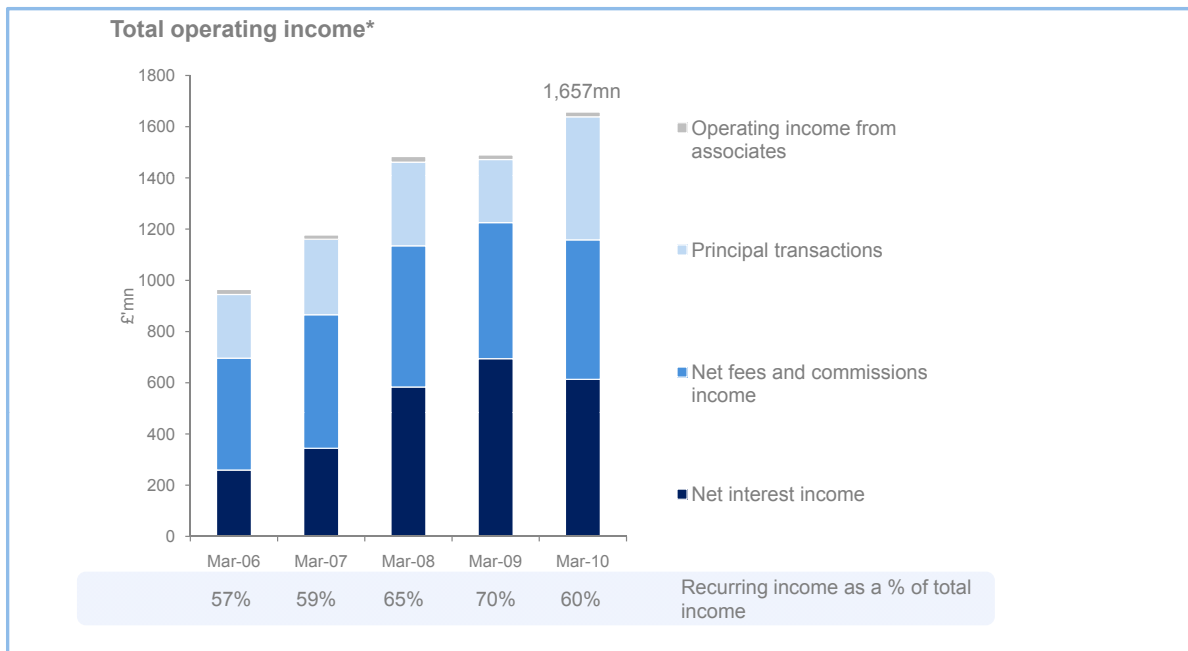
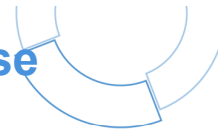
Out of the Ordinary®

 **Investec**

Specialist Bank and
Asset Manager

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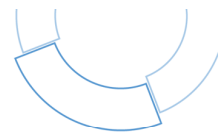
Strategic focus to build recurring revenue base



*Net of insurance claims

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Revised mission statement



FROM:

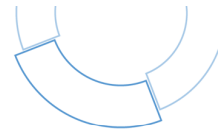
- We strive to be a distinctive specialist banking group, driven by commitment to our core philosophies and values.

TO:

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

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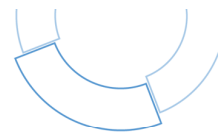
Evolving business model



- Broadly defined, we operate in two distinct spaces, **specialist banking** and **asset management**.
- We live in a world where the market requires a **high degree of transparency** and the appropriate management of conflicts of interest.
- Within specialist banking, we offer a **broad range of services** from advisory, structuring, lending, securities trading, market making and principal transactions.
- These services are aimed at **government, institutional, corporates** and **high net worth clients** in our selected geographies.

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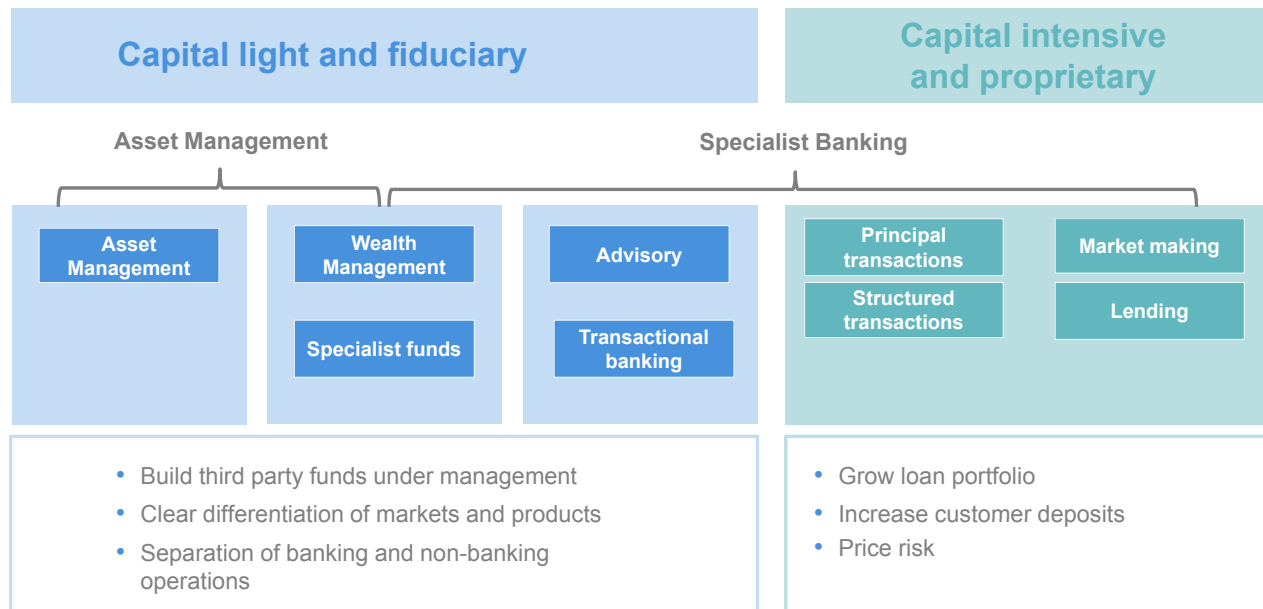
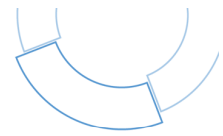
Evolving business model



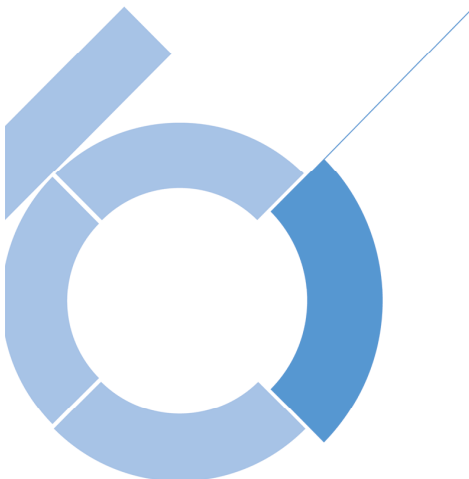
- We are in the process of creating a **global wealth unit** to serve the investment needs of high net worth clients directly or through our Private Banking **network**.
- Operating completely independently from these structures is **Investec Asset Management**.
- Its sole focus is the provision of **investment management services** to its predominantly global institutional client base.

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Evolving business model



Operational review

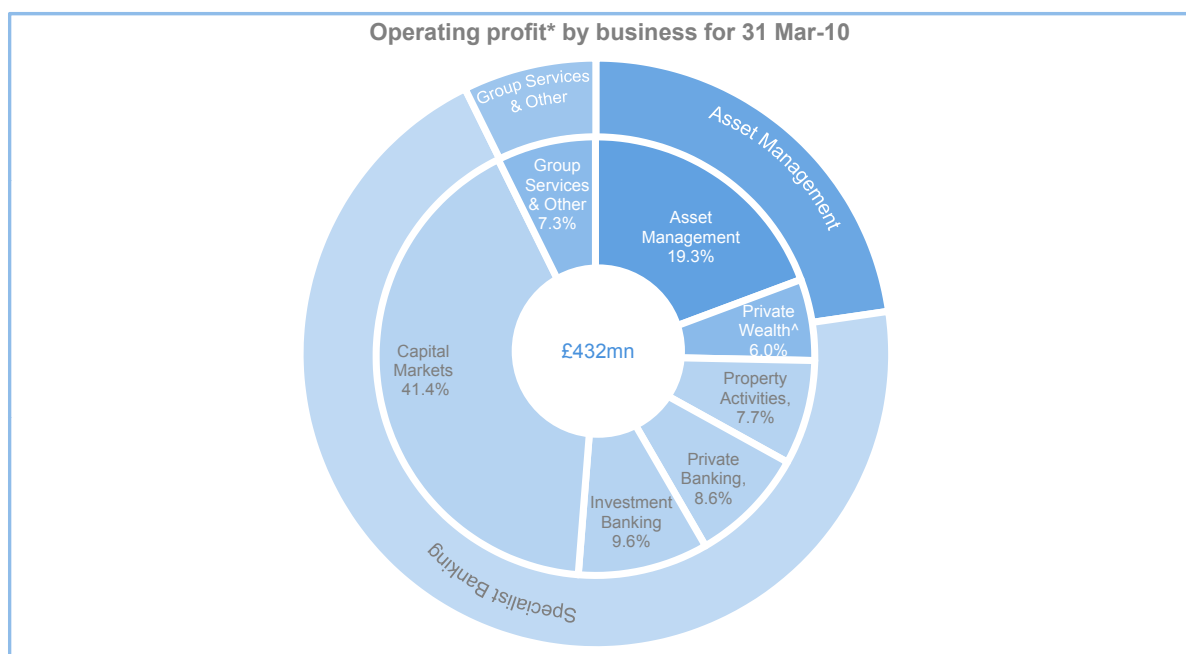


Out of the Ordinary®



Specialist Bank and
Asset Manager

Divisional performance



*Before goodwill, non-operating items, taxation and before minorities
 ^Formerly Private Client Portfolio Management & Stockbroking

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Asset Management

(19.3% of group)



Overview of performance

- Key focus remains investment performance which is competitive
- Record assets under management of £46bn and record net flows of £4.7bn
- Experienced and stable team supported by a clear organisational culture and business structure

(£)	Mar-10	Mar-09	% change
Operating profit* (mn)	83.4	66.2	26.0%
Assets under management (bn)	46.4	28.8	60.9%
Cost to income	66.6%	66.9%	
ROE (pre-tax)**	53.0%	41.4%	

*Before goodwill, non-operating items, taxation and after minorities
 **Return on adjusted shareholders' equity (including goodwill and CCD's)

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Outlook

- Our long term strategy remains unchanged and we are committed to managing our clients' money to the highest standard possible
- We now have a wide distribution footprint and seven distinct and scaleable investment capabilities
- Business and earnings momentum is positive
- Continue our strategy of scale, reinforcing our position as an independent pure play asset manager

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Private Wealth

(formerly Private Client Portfolio Management & Stockbroking)

(6.0% of group)



Overview of performance

- Private Client business in **South Africa** marginally up as a result of the lower levels of activity offsetting the higher funds under management
- The **UK** results include Investec's **47.3%** share of the directors' estimate of the post-tax profit of Rensburg Sheppards

	Mar-10	Mar-09	% change
Operating profit* (£'mn)	25.9	24.1	7.4%
Funds under management^ (£'bn)	22.5	16.3	38.2%
SA Funds under management (R'bn)	113.0	85.0	33.0%
Cost to income (excluding income from associates)	64.6%	64.7%	
ROE (pre-tax)**	101.5%	76.7%	

*Before goodwill, non-operating items, taxation and after minorities

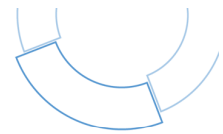
**Return on adjusted shareholders' equity (including goodwill and CCD's)

^Includes Rensburg Sheppards plc as reported in January 2010

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Private Wealth

(formerly Private Client Portfolio Management & Stockbroking)



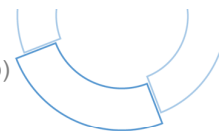
Outlook

- On 30 March 2010, we reached agreement on the terms of a recommended all share offer in which we will acquire the entire issued and to be issued ordinary share capital of **Rensburg Sheppards plc** not already owned by us.
- This provides a base for us to **consolidate** our wealth management businesses in the UK.
- In South Africa, we are in the process of **integrating** the Private Banking wealth management business with the Private Client Portfolio Management and Stockbroking.
- This will result in a **global wealth management business** - with a clear strategy to offer an integrated service to our domestic and international clients - that will have a total of £27bn of funds under management.

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Property Activities

(7.8% of group)



Overview of performance

- Performance supported by continued enhancement of the investment property portfolio

Outlook

- Efforts to launch additional funds is gaining traction in all three geographies

(£)	Mar-10	Mar-09	% change
Operating profit* (mn)	33.5	24.7	35.6%
Cost to income	37.4%	35.2%	
ROE (pre-tax)**	41.0%	47.5%	

*Before goodwill, non-operating items, taxation and after minorities

**Return on adjusted shareholders' equity (including goodwill and CCD's)

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Overview of performance

- Lower operating profit as a result of;
 - Sharp decline in activity levels and credit extension
 - Higher impairments
- Focused on liquidity, substantially increasing:
 - The private client deposit book
 - Our product range
 - Our distribution capabilities
- Relentless commitment to serving clients and building the brand

(£)	Mar-10	Mar-09	% change
Operating income (mn)	390.5	380.9	2.5%
Operating profit* (mn)	37.1	80.5	(54.0%)
Loan book (bn)	12.9	11.1	16.7%
Deposit book (bn)	11.8	7.7	52.3%
Funds under advice (bn)	4.1	3.3	24.3%
Cost to income	61.0%	55.2%	
ROE (pre-tax)**	5.3%	14.8%	

*Before goodwill, non-operating items, taxation and after minorities

**Return on adjusted shareholders' equity (including goodwill and CCD's)



Outlook

- We have remained profitable throughout this difficult period, maintaining momentum and substantially increasing our client base
- Delivering on stated objectives of last year provides a solid foundation for future growth
- We have emerged front footed and focused on our clients and are now in a stronger competitive position to take advantage of identified opportunities in a much changed environment



Overview of performance

- Good result overall with mixed performance across geographies and business activity
- The **Agency and Advisory** business, across all three geographies, closed fewer deals compared to prior year and secondary commissions were impacted by lower volumes
- Solid result from **Principal Investments**
 - Improved performance from some of the investments held in the UK and Australian portfolio
 - Good performance from Private Equity in South Africa

(£)	Mar-10	Mar-09	% change
Operating profit pre consolidated investments (mn)	62.5	46.5	34.4%
Agency and Advisory (mn)	6.9	15.9	(56.4%)
Principal Investments (mn)	55.6	30.6	81.3%
Investments required to be consolidated (mn)	(20.9)	(18.3)	(14.0%)
Operating profit post consolidated investments (mn)	41.6	28.2	47.6%
Cost to income^	60.1%	63.9%	

*Before goodwill, non-operating items and taxation and after minorities
^Adjusted for consolidated investments

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Outlook

- Outlook predominantly driven by equity markets
- Offering has expanded and we have grown the quality and size of our client base
- We continue to invest in building the capacity and quality of our platforms and have made a number of key hires across the businesses
- Investment portfolios trading in line with expectations and outlook remains positive
- We are exceptionally well positioned to capture the opportunities which will present themselves in this changing environment

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Overview of performance

- The division was able to produce a solid performance benefiting from:
 - Reasonable but reduced levels of activity across the advisory businesses
 - Select credit and trading opportunities
- Balance sheet management activities were impacted by the lower rate environment and declining volatility
- Kensington produced a stable performance of £37.3mn

(£)	Mar-10	Mar-09	% change
Operating profit* (mn)	179.2	141.4	26.7%
Loan book (bn)	4.5	4.8	(6.1%)
Cost to income	47.2%	45.4%	
ROE (pre-tax)**	18.5%	18.7%	

*Before goodwill, non-operating items, taxation and after minorities

**Return on adjusted shareholders' equity (including goodwill and CCD's)



Outlook

- **SA**
 - Corporate environment remains extremely liquid
 - Activity levels unlikely to increase until the second half of the year
 - Well positioned with reasonably robust credit portfolio
- **UK and Australia**
 - Activity is starting to pick up
 - Should benefit from changed competitive landscape to win new clients
- Overall, we expect impairment levels to reduce substantially. We remain well positioned in all three geographies to grow market share and extend our franchise

Group Services and Other Activities

(7.3% of group)



Overview

- **Central Funding** performed well benefiting from:
 - The purchase of the group's debt in the UK
 - Improved return on investments held in the South African portfolio
 - Partially offset by a lower return on surplus cash

Operating profit*

(£)	Mar-10	Mar-09	% change
International Trade Finance (mn)	7.17	7.22	(0.6%)
Central Funding (mn)	97.7	90.7	7.7%
Central Services (mn)	(73.2)	(66.1)	10.7%
Group Services and Other Activities	31.7	31.8	(0.2%)

*Before goodwill, non-operating items, taxation and after minorities

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General



- Operational effective tax rate down from 21.1% to **20.6%**
- Weighted shares from 634.6mn to **686.3mn**
- Goodwill impairments
 - Goodwill impairment of **£3.5mn**
 - Largely relates to Asset Management businesses acquired in prior years
- Losses attributable to minority interests **£18.8mn**
 - Operating loss in relation to investments held in the Private Equity division **(£12.3mn)**
 - Translation of preferred securities issued by subsidiary of Investec plc – transaction is hedged **(£6.9mn)**
 - Other **£0.4mn**

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Strategy and outlook

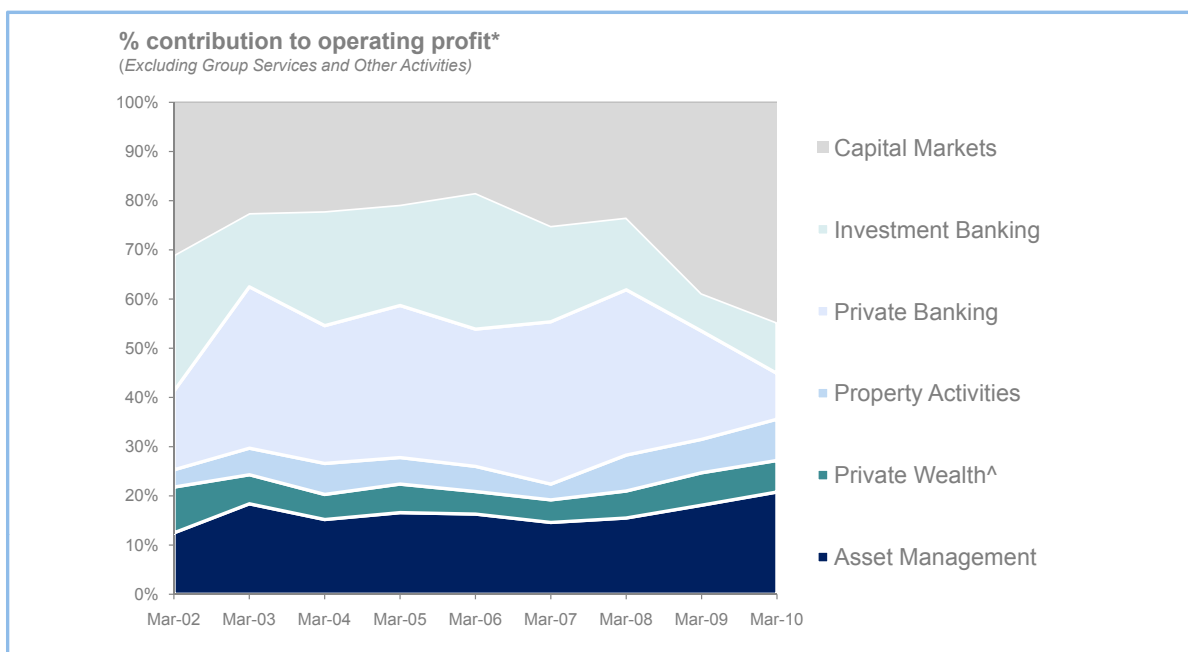
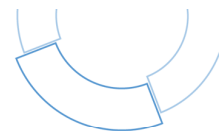
Out of the Ordinary®



Specialist Bank and
Asset Manager

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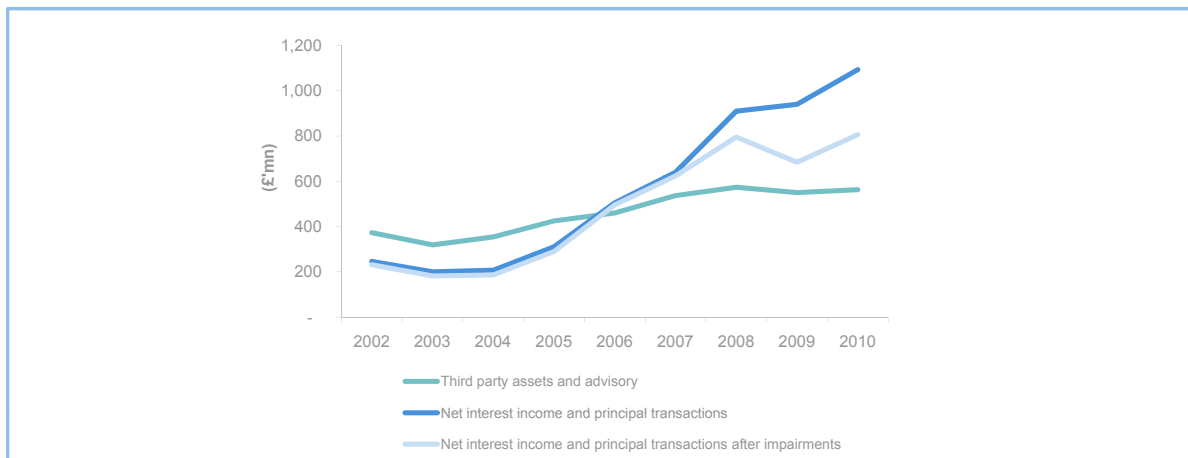
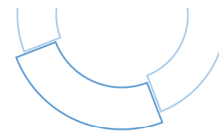
Building our franchise ... Benefit from a balanced portfolio of businesses



*Before goodwill, non-operating items, taxation and after minorities
Prior to 2005 the numbers are reported in terms of UK GAAP and thereafter in terms of IFRS
[^]Formerly Private Client Portfolio Management and Stockbroking

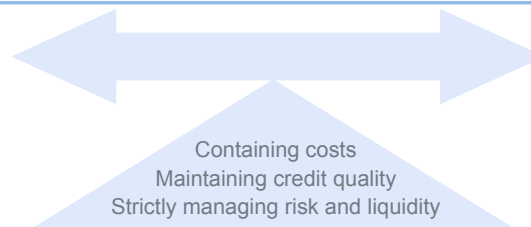
34

Building our franchise ... Continually align the business model



Third party assets and advisory

- Asset management
- Property funds
- Private equity funds

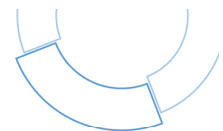


Net interest income and principal transactions

- Lending portfolios
- Principal transactions
- Structured transactions
- Market making

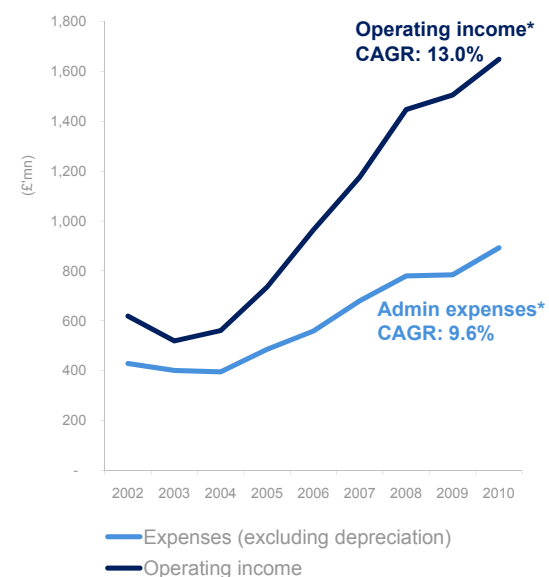
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Building our franchise ... Maintain operational efficiency



- Cost to income ratio was 57.8% (well below our internal target of <65%)
- Total expenses grew by 14.9% to £957.2mn as a result of:
 - The appreciation of the Rand
 - An increase in variable remuneration in certain divisions given improved profitability
- Total headcount continues to be tightly managed across the group
- A non-cash deferred component has been introduced to variable remuneration payments

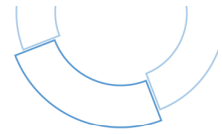
Efficiency ratio



*Before investments consolidated in the Private Equity portfolio

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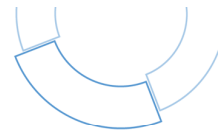
Building our franchise ... Focus on clients and building the brand



- Strengthen existing client relationships
- Provide distinctive products and an increased breadth of services to clients



Building our franchise ... Focus on our revenue drivers

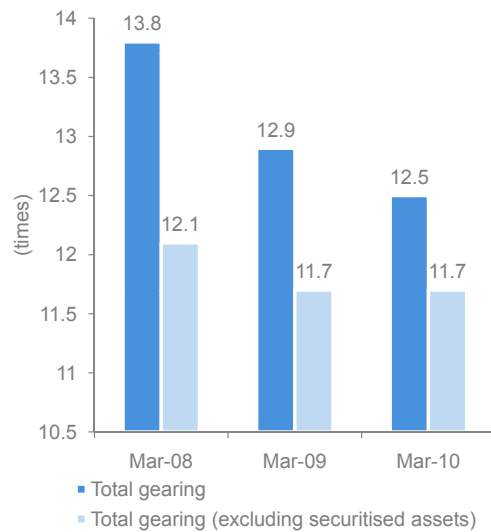


- Generate high quality income through **diversified** revenue streams
- Further grow **funds** under management
- Increase **loan** growth
- Increase **transactional** activity
- Grow customer **deposits**

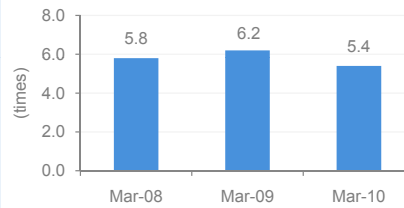
Building our franchise ... Maintain quality of balance sheet

- Continue to diversify funding sources and reduce reliance on wholesale funding
- Manage risk and maintain credit quality

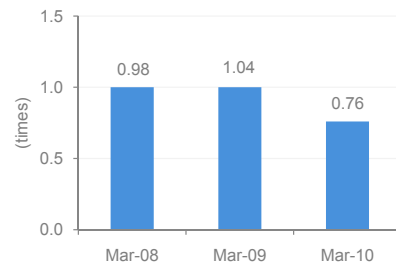
Gearing ratios



Core loans to capital ratio



Core loans* to customer deposits



*Excluding own originated assets which have been securitised

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Capture the opportunities ... That flow from increased recognition



Best Large Fund House Award
(9th Consecutive Year)



Investec to replace Resolution in FTSE 100

Wed Mar 10, 2010 5:31pm GMT



Leading Private Bank in South Africa



Investec receives Top 100 CSI Leadership Award 2009
Sunday Times Business Times Top 100 Companies



Investec



Best Investment Bank in Africa



Awarded Best Domestic Real Estate Fund
over 3 years

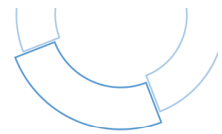


Rated second best performing unit trust
over a 3 and 5 year period

Out of the Ordinary®



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- We have **built** our capital, liquidity and third party assets under management over the period under review.
- The **foundation** is now in place for further growth both in our non capital intensive asset management businesses as well as our core specialist banking businesses.
- Although the economic situation remains uncertain the business is oriented towards capturing available **opportunities** in all our core geographies.

Results presentation

For the year ended

31 | 03 | 2010

Out of the Ordinary®



Specialist Bank and
Asset Manager

