Investec

OUT OF THE ORDINARY

Creating enduring worth

Investec year-end results booklet 2022

Alternative performance measures
We supplement our IFRS figures with alternative performance measures used by management internally and which provide valuable, relevant information. These measures are highlighted with the symbol shown here. The description of alternative performance measures and their calculation is provided in the alternative performance measures section.

Page references
Refers readers to information elsewhere in this report.

Website
Indicates that additional information is available on our website: www.investec.com

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INTRODUCTION

Investec's strong financial performance in FY2022 is testament to the strength of our client franchises and the disciplined execution of our strategy: simplification and focus of the business over the past three years, and now a heightened focus on growth. By maintaining a disciplined approach to risk management and deploying capital only where we have the potential to achieve scale and relevance, we have built a strong foundation for growth.

Our strategic commitment to One Investec – a connected eco-system of client propositions and technology platforms – is delivering enhanced operating efficiencies and enabling us to offer clients seamless access to services across multiple operating divisions and geographies. The result is a deepening and broadening of client relationships and a more integrated and powerful, multi-national brand.

We are proud of the progress we are making in entrenching a mindset of sustainability across every aspect of our business and remain dedicated to our core purpose of creating enduring worth – living in, not off, society.

With operating profit now exceeding pre-pandemic levels, we look forward to taking this growth momentum into the coming year, ever mindful of the present challenges, but well positioned to seize the possibilities ahead.

Investec. Out of the Ordinary.

OUR BUSINESS AT A GLANCE

One Investec

Our purpose

Our purpose is to create enduring worth – living in, not off, society.

Our mission

Investec is a distinctive bank and wealth manager, driven by commitment to our core philosophies and values. We deliver exceptional service to our clients in the areas of banking and wealth management, striving to create long-term value for all of our stakeholders and contributing meaningfully to our people, communities and planet.

Our distinction

The Investec distinction is embodied in our entrepreneurial culture, supported by a strong risk management discipline, client-centric approach and an ability to be nimble, flexible and innovative. We do not seek to be all things to all people. Our aim is to build well-defined, value-adding businesses focused on serving the needs of select market niches where we can compete effectively and build scale and relevance.

Our unique positioning is reflected in our iconic brand, our high-tech and high-touch approach and our positive contribution to society, macro-economic stability and the environment. Ours is a culture that values innovative thinking and stimulates extraordinary performance. We take pride in the strength of our leadership team and we employ passionate, talented people who are empowered and committed to our mission and values.

Our strategic direction

The One Investec strategy is, first and foremost, a commitment to drawing on the full breadth and depth of relevant capabilities to meet the needs of each and every client, regardless of specialisation or geography.

One Investec is also about improving internal operating efficiencies; ensuring that investments in infrastructure and technology support our differentiated service offering across the entire Group, not just within specific operating units or geographies.

And in our allocation of capital, the One Investec strategy demands a disciplined approach to optimising returns, not merely for one region or business area but for the Group as a whole.

Our values

Our purpose is expressed in four key values that shape the way that we work and live within society.

Distinctive performance

- We employ talented people with passion, energy and stamina, who exercise common sense in achieving effective performance in a high pressure, multi-task environment
- We promote innovation and entrepreneurial freedom to operate within the context of risk consciousness, sound judgement and an obligation to do things properly
- We show concern for people, support our colleagues and encourage growth and development.

Dedicated partnership

- We believe that open and honest dialogue is the appropriate process to test decisions, seek consensus and accept responsibility
- We are creative individuals who co-operate and collaborate unselfishly in pursuit of group performance
- We respect the dignity and worth of the individual through encouraging openness and embracing difference and by the sincere, consistent and considerate manner in which we interact.

Client focus

- We break china for the client, having the tenacity and confidence to challenge convention
- We thrive on change, continually challenging the status quo and recognising that success depends on flexibility, innovation and enthusiasm in meeting the needs of our changing environment.

Cast-iron integrity

- We demand cast-iron integrity in all internal and external dealings, consistently and uncompromisingly displaying moral strength and behaviour which promotes trust.

OUR BUSINESS AT A GLANCE
CONTINUED

Since inception, we have expanded through a combination of substantial organic growth and a series of strategic acquisitions. Our focus today is on growth in our chosen markets.

UK

Established a presence in 1992

Brand well-established

One of the UK's leading private client investment managers

Proven ability to attract and recruit investment managers

Sustainable diversified banking business focused on solutions for corporate, institutional and private clients

USA

Established a presence in 1998

US Power and Infrastructure Finance and Securities

Ireland

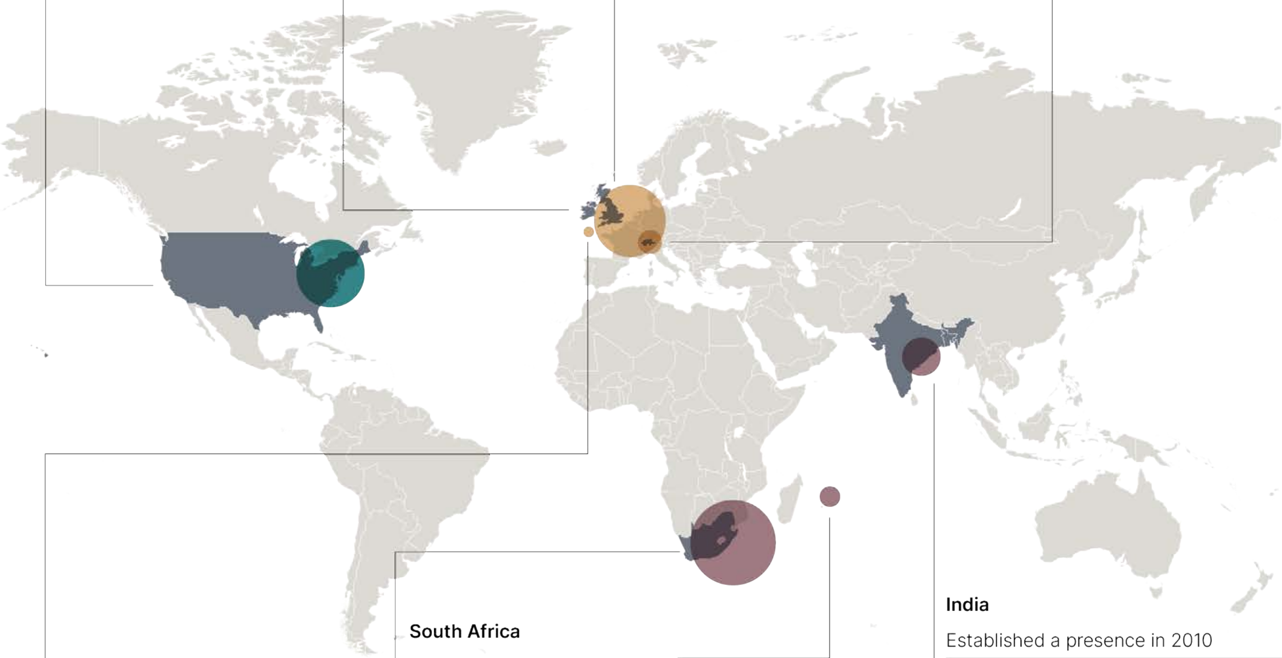
Established a presence in 1999

European trading and investment banking services

Switzerland

Established a presence in 1999

International Wealth & Investment and European Banking activities



India

Established a presence in 2010

Institutional equities business providing research, sales and trading activities

Merchant banking business connecting Indian companies with domestic and international investors

Investec has entered into an agreement with State Bank of India group to form a strategic partnership to grow this business, which will be managed as a JV between Investec and State Bank of India group

South Africa

Established a presence in 1974

Strong brand and positioning

Top wealth manager with the ability to leverage off the global platform

Fifth largest bank by assets

Leading position in corporate, institutional and private client banking activities

Channel Islands

Established a presence in Guernsey in 1998, Jersey in 2007 and Isle of Man in 2018

Private banking activities offered to private clients, family offices and trust and corporate service providers

Certain Corporate banking services offered

Wealth & Investment capability offered in Guernsey

Mauritius

Established a presence 1997

Focus on corporate, institutional and private client banking activities

Wealth & Investment capability

OUR BUSINESS AT A GLANCE
CONTINUED

Our journey so far

1974	Founded as a leasing company in Johannesburg
1980	We acquired a banking licence
1986	We were listed on the JSE Limited South Africa
2002	In July 2002, we implemented a dual-listed companies (DLC) structure with linked companies listed in London and Johannesburg
2003	We concluded a significant empowerment transaction in which our empowerment partners collectively acquired a 25.1% stake in the issued share capital of Investec Limited
2020	We successfully completed the demerger of Investec Asset Management which separately listed as Ninety One in March 2020
2022	Today, we have an efficient, integrated international business platform, offering all our core activities in the UK and South Africa

Refer to the Divisional review section (page 66) for more information on where we operate.

Investment proposition

Well positioned to pursue long-term growth

Well capitalised and highly liquid balance sheet

Improved capital allocation – anticipate excess capital

Diversified mix of earnings by geography and business, with significant annuity income underpin from leading wealth business

Clear growth opportunities through reinforcement of existing linkages across geography and business and new profit pool strategies which are underway

Our clients have historically shown resilience through difficult macro environments

Rightsized the cost structure of the business

OUR BUSINESS AT A GLANCE
CONTINUED

45+ years of heritage. Two core geographies.

One Investec.

The One Investec strategy is, first and foremost, a commitment to drawing on the full breadth and depth of relevant capabilities to meet the needs of each and every client, regardless of specialisation or geography.

Whether you are an individual, a business, or an intermediary acting for clients, our aim is to create and manage your wealth and fuel your business growth.

Adjusted operating profit
£'million

£687.4mn

■	Southern Africa	£387.5mn
■	UK and Other	£299.9mn

Total assets
£''billion

£58.8bn

■	Southern Africa	£31.0bn
■	UK and Other	£27.8bn

Note: Figures on these pages relate to the financial year ended 31 March 2022.

OUR BUSINESS AT A GLANCE
CONTINUED

	Southern Africa	UK and Other	Total Group
Net core loans	£15.5bn	£14.4bn	£29.9bn
Customer deposits	£21.8bn	£18.3bn	£40.1bn
Funds under management	£19.4bn	£44.4bn	£63.8bn
Total employees	4 871	3 465	8 336
ROE	11.7%	11.2%	11.4%
ROTE	11.7%	12.9%	12.3%
Cost to income ratio	53.9%	70.5%	63.3%
Allocated capital	£2.3bn	£2.3bn	£4.6bn

A key competitive advantage is our ability to service clients seamlessly across all business areas and geographies. This approach is embodied in our One Investec philosophy, which places the client at the centre of our operating model.

SA Wealth & Investment annuity clients who are also SA Private Bank clients

44%

Incremental FUM referred to UK Wealth & Investment from UK Bank

£473mn

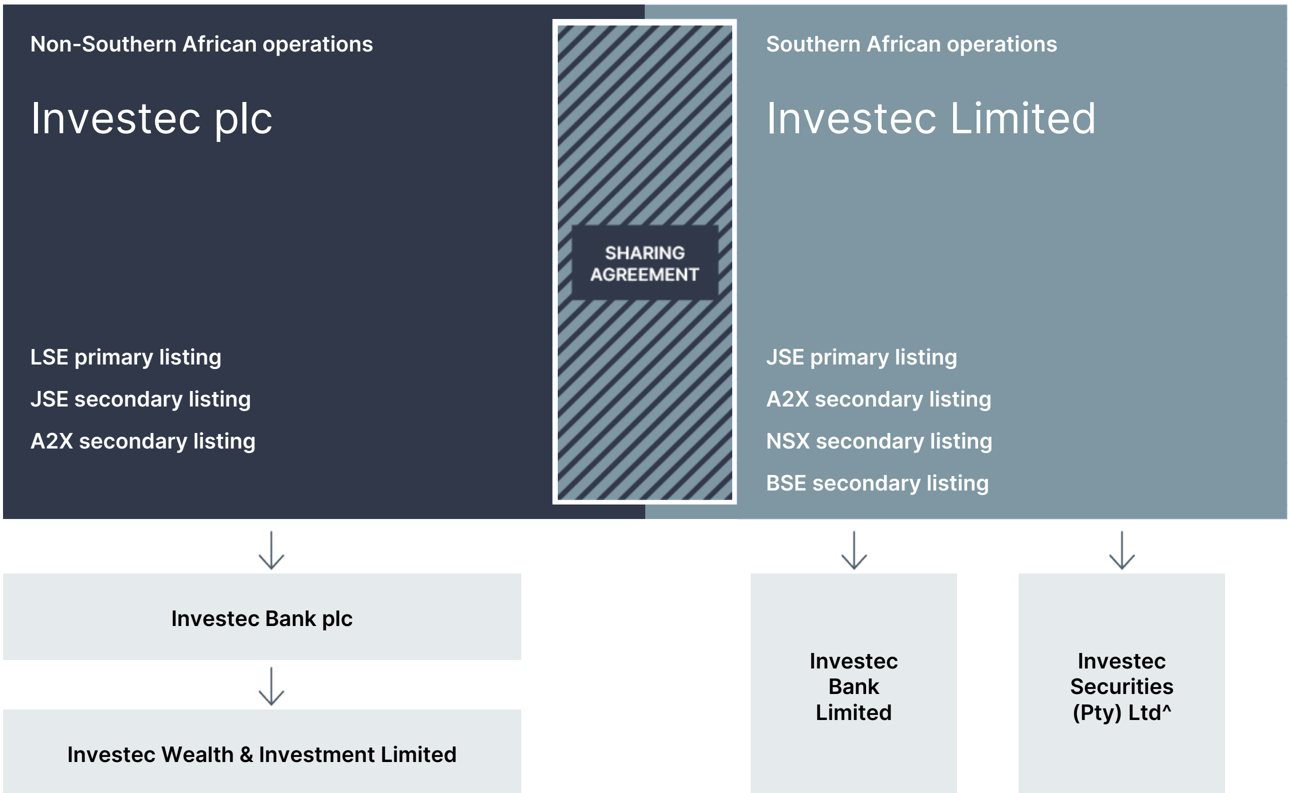
OUR BUSINESS AT A GLANCE
CONTINUED

Our operational structure
During July 2002, Investec Group Limited (since renamed Investec Limited) implemented a dual-listed companies (DLC) structure and listed its offshore business on the London Stock Exchange (LSE).

In terms of our DLC structure, Investec Limited is the holding company of our businesses in Southern Africa, and Investec plc is the holding company of our non-Southern African businesses. Investec Limited is listed on the Johannesburg Stock Exchange Limited (JSE) South Africa (since 1986) and Investec plc on the LSE (since 2002).

A circular on the establishment of our DLC structure was issued on 20 June 2002 and is available on our website.

Our DLC structure and main operating subsidiaries



^ Houses the Wealth & Investment business.
All shareholdings in the ordinary share capital of the subsidiaries shown are 100%.

Salient features of the DLC structure
- Investec plc and Investec Limited are separate legal entities and listings, but are bound together by contractual agreements and mechanisms
- Investec operates as if it is a single unified economic enterprise
- Shareholders have common economic and voting interests as if Investec plc and Investec Limited were a single company
- Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are no cross-guarantees between the companies.

OUR STRATEGIC OBJECTIVES

Driving sustainable long-term growth

Our strategic direction

Our long-term commitment is to One Investec; a client-focused strategy where, irrespective of specialisation or geography, we commit to offering our clients the full breadth and scale of our products and services.

We are focused on delivering profitable, impactful and sustainable solutions to our clients. To deliver on One Investec, we will focus on collaboration between the Specialist Banking and Wealth & Investment businesses, and across geographies, and continue to invest in and support these franchises. This will position Investec for sustainable long-term growth.

Our long-term strategic focus:

- **We are committed to delivering exceptional service to our clients, creating long-term value for our shareholders and contributing meaningfully to our people, communities and the planet**
- **All relevant Investec resources and services are on offer in every single client transaction**
- **We aim to sustain our distinctive, Out of the Ordinary culture, entrepreneurial spirit and freedom to operate, with the discipline and obligation to do things properly for the whole of Investec.**

Framework to drive improved business performance

Growth initiatives

Clear set of opportunities to deliver disciplined revenue growth

Cost management

Enhanced management of the cost base through operational leverage

Underpinned by

Capital discipline

A more disciplined approach to capital allocation and focus on capital optimisation

And delivered through

Digitalisation

Connectivity

Continued investments drive a digitally connected ecosystem to leverage efficiencies and deliver enhanced value to clients and staff

Read more in our Divisional review section on pages 66 to 94

OUR BUSINESS MODEL

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

Key highlights

Principal geographies	Core areas of activity	Total employees
2	2	8 300+
Net core loans	**Customer deposits**	**Funds under management**
£29.9bn	£40.1bn	£63.8bn

Our clients and offering

One Investec

- Corporate
- Institutional
- Intermediary
- Government

- Private client (HNW / high income)

- Charities
- Trusts
- Intermediaries

Specialist Banking

Lending
Transactional banking
Treasury solutions
Advisory
Investment activities
Deposit raising activities

Wealth & Investment

Discretionary wealth management
Investment advisory services
Financial planning
Stockbroking

Our approach

We have market-leading, distinctive client franchises

We provide a high level of client service enabled by comprehensive digital platforms

We are a people business backed by our Out of the Ordinary culture and entrepreneurial spirit

Our stakeholders

Our clients
We support our clients to grow their businesses by leveraging our financial expertise to provide bespoke solutions that are profitable, impactful and sustainable.

Our people
We continue to build a diverse and representative workforce, employing people who are passionate and empowered to perform extraordinarily.

Our communities
We unselfishly contribute to communities by helping people become active economic participants, focusing on education and economic inclusion.

Our planet
We aim to operate sustainably, within our planetary boundaries and funding activities that support biodiversity and a zero-carbon world.

Our shareholders
We regularly engage with our shareholders and seek their input on strategic matters. We strive to maximise shareholder returns and to build and maintain strong, lasting relationships.

Overview of results

IN THIS SECTION

2022 FINANCIAL YEAR-END RESULTS COMMENTARY

Group results summary for the year ended 31 March 2022 (FY2022) compared to 31 March 2021 (FY2021)

- Adjusted earnings per share increased 90.7% to 55.1p (FY2021: 28.9p) at the top end of previous guidance and ahead of comparable pre-COVID levels.
- Funds under management (FUM) increased 9.2% to £63.8 billion (31 March 2021: £58.4 billion) underpinned by net inflows of £1.9 billion and improved market levels. Market volatility in the last quarter negatively impacted FUM at year end.
- Net core loans grew 13.2% to £29.9 billion (31 March 2021: £26.4 billion) driven largely by residential mortgage and corporate lending growth in both geographies.
- Revenue grew 21.3% as our franchises effectively supported our clients and benefitted from post-pandemic economic recovery.
- The cost to income ratio improved to 63.3% (FY2021: 70.9%) with the increase in fixed operating expenditure well contained at 1.1%. Operating costs increased 6.0% overall, largely driven by higher variable remuneration.
- Pre-provision adjusted operating profit increased 50.1% to £716.2 million (FY2021: £477.0 million), 15.7% ahead of March 2019 (pre-COVID).
- The credit loss ratio improved to 8bps (FY2021: 35bps). Expected credit loss impairment charges were 71.0% lower, due to limited default experience in both geographies, and good recoveries in South Africa. The Group has maintained a level of post-model overlays given the uncertain economic outlook.
- Return on equity (ROE) was 11.4% (FY2021: 6.6%) and return on tangible equity (ROTE) was 12.3% (FY2021: 7.2%).
- Tangible net asset value (TNAV) per share increased 12.5% to 476.6p (31 March 2021: 423.6p). Net asset value (NAV) per share increased 11.4% to 510.0p (31 March 2021: 458.0p).
- Maintained strong capital and liquidity positions to support growth. On full adoption of the advanced internal ratings based (AIRB) approach, Investec Limited’s CET1 ratio at 31 March 2022 would on a pro forma basis increase by 200bps to c.16%, expanding capital optionality.
- Shareholders approved the distribution of 15% of Ninety One.
- The Board has proposed a final dividend of 14.0p per share, resulting in a full year dividend of 25.0p per share (FY2021: 13.0p). The payout ratio of 45.4% is within the Group’s 30% to 50% payout range.

Fani Titi, Group Chief Executive commented:

“The Group’s performance for the 2022 financial year is testament to the strength of our client franchises, disciplined strategic execution, and the commitment of our people to support our clients. We achieved adjusted earnings per share of 55.1p which is at the top end of previous guidance and ahead of comparable pre-COVID levels. Post-pandemic economic recovery supported these results.

With the pending distribution of 15% of Ninety One to shareholders, Investec would have returned an aggregate value of approximately £1.6 billion or c.R32 billion (per Ninety One closing share price on 16 May 2022) to shareholders through the demerger and distribution on successful completion.

I am also pleased that the Board has proposed a final divided of 14p per share resulting in a full year dividend of 25p per share.

We have strong liquidity and capital to support growth, with significant capital optionality in South Africa. We remain committed to our medium-term targets.

The Group is well positioned to serve its carefully chosen client base and continues to navigate the uncertain outlook emanating from ongoing inflationary pressures and the economic effects of the invasion of Ukraine."

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Key financial data

This announcement covers the results of Investec plc and Investec Limited (together "the Investec Group" or "Investec" or "the Group") for the year ended 31 March 2022 (FY2022). Unless stated otherwise, comparatives relate to the Group's operations for the year ended 31 March 2021 (FY2021). The average Rand/Pound Sterling exchange rate appreciated by c.5% relative to FY2021.

Performance	**FY2022**	FY2021	Variance	% change	Neutral currency % change
Total operating income before expected credit losses (£'m)	1 990.4	1 641.1	349.3	21.3%	18.6%
Operating costs (£'m)	(1 233.9)	(1 164.5)	(69.4)	6.0%	4.0%
Adjusted operating profit (£'m)	687.4	377.6	309.8	82.1%	77.0%
Adjusted earnings attributable to shareholders (£'m)	505.2	268.3	236.9	88.3%	84.0%
Adjusted basic earnings per share (pence)	55.1	28.9	26.2	90.7%	85.8%
Basic earnings per share (pence)	52.0	25.2	26.8	106.3%	101.2%
Headline earnings per share (pence)	53.3	26.6	26.7	100.4%	95.1%
Dividend per share (pence)	25.0	13.0			
Dividend payout ratio	45.4%	45.0%			
CLR (credit loss ratio)	0.08%	0.35%			
Cost to income ratio	63.3%	70.9%			
ROE (return on equity)	11.4%	6.6%			
ROTE (return on tangible equity)	12.3%	7.2%			

Balance sheet	**FY2022**	FY2021	Variance	% change	Neutral currency % change
Funds under management (£'bn)	63.8	58.4	5.4	9.2%	7.4%
Customer accounts (deposits) (£'bn)	40.1	34.4	5.7	16.5%	12.9%
Net core loans and advances (£'bn)	29.9	26.4	3.5	13.2%	10.0%
Cash and near cash (£'bn)	17.2	13.2	4.0	29.7%	
NAV per share (pence)	510.0	458.0	52.0	11.4%	
TNAV per share (pence)	476.6	423.6	53.0	12.5%	

Salient features by geography	**FY2022**	FY2021	Variance	% change	Neutral currency % change
Investec Limited (Southern Africa)					
Adjusted operating profit (£'m)	387.5	251.6	135.9	54.0%	46.7%
Cost to income ratio	53.9%	58.7%			
ROE	11.7%	9.4%			
ROTE	11.7%	9.5%			
CET1	14.0%	12.2%			
Leverage	7.4%	7.6%			
Investec plc (UK & Other)					
Adjusted operating profit (£'m)	299.9	126.0	173.9	138.0%	n/a
Cost to income ratio	70.5%	79.5%			
ROE	11.2%	4.0%			
ROTE	12.9%	4.8%			
CET1	11.7%	11.2%			
Leverage	9.2%	7.9%			

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Distribution of 15% holding in Ninety One
On 28 April 2022, shareholders approved the proposed distribution of 15% of Ninety One (34p per share, per Ninety One closing share price on 16 May 2022). The distribution is expected to be effective on 30 May 2022, subject to final scheme approval by the court.

Outlook
The Group continues to successfully navigate the uncertain macro backdrop that has persisted since the onset of the pandemic and has made significant progress against the strategic goals outlined at the 2019 Capital Markets Day. We have a strong balance sheet and robust liquidity levels, firmly committed to our medium-term targets, and are well positioned to pursue growth opportunities in our chosen markets.

The expected slowdown in global growth given high levels of global inflation and increased geopolitical tensions present a downside risk to current economic forecasts.

FY2023 guidance:
Based on financial performance for FY2022, current business momentum and a macro-economic outlook with elevated forecast risk in the short term, the Group currently expects:

- The revenue outlook to be underpinned by higher average interest rates supporting margins, higher average lending books and increased activity levels given expected GDP growth.
- The cost to income ratio to be within the Group target of <63%, notwithstanding inflationary pressures and continued investment in technology.
- Normalisation of expected credit loss impairment charges and consequent credit loss ratio increase towards the Group's revised through-the-cycle (TTC) range of 25-35bps, with South Africa's TTC range calibrated between 20bps and 30bps, and the UK between 30bps and 40bps.
- The distribution of Ninety One to result in a 65bps reduction in Investec Limited's CET1 ratio and to have an immaterial impact on Investec plc. The attributable contribution to adjusted earnings per share was c.3.4p for FY2022.
- South Africa to continue to operate with a surplus capital position given excess capital generation and the anticipated CET1 uplift on full implementation of AIRB.
- Improvement in ROE towards the 12-16% Group target range, which we expect to achieve by FY2024. This will be aided by capital management initiatives.

Group financial performance

Overview
Pre-provision adjusted operating profit for FY2022 increased, supported by continued client acquisition, increased client activity, growth in FUM and higher average advances.

The revenue momentum experienced in the first half of the financial year continued into the second half. Net interest income benefitted from higher average interest earning assets and lower funding costs. Increased client activity, higher lending turnover and supportive market conditions underpinned the growth in non-interest revenue over the year. Fixed operating expenditure was well contained in line with the Group's focus on cost efficiencies, while variable remuneration increased given improved business performance. Impairments were significantly lower given limited default experience and the minimal impact from updated forward looking macroeconomic scenarios since 1H2022.

The prior year results reflected the effects of severe economic contraction and rate cuts associated with COVID-19 which negatively affected client activity, net interest margins, valuations, and impairments. Additionally, risk management and risk reduction costs associated with the UK structured products book were elevated in FY2021.

Pre-provision adjusted operating profit increased 50.1% to £716.2 million (FY2021: £477.0 million).

Revenue increased 21.3% to £1 990.4 million
(FY2021: £1 641.1 million)
Net interest income increased 21.5% to £945.3 million (FY2021: £778.1 million) driven by higher average interest earning assets and lower funding costs.

Non-interest revenue (NIR) increased 21.1% to £1 045.1 million (FY2021: £863.0 million).

- Net fee and commission income increased 9.3% to £818.2 million (FY2021: £748.9 million) driven by improved client activity across the board and higher average FUM in Wealth & Investment. The increase was partially offset by the prior year wind down of Australia and lower equity capital markets activity in the UK off a higher base.
- Investment income decreased to £28.0 million (FY2021: £32.0 million). The positive impact of the recovery of dividends and positive fair value (FV) adjustments on certain investments (given improved markets) was offset by the non-repeat of larger realisations and FV gains in the prior year.
- Share of post-taxation profit of associates and joint venture holdings increased to £79.6 million (FY2021: £42.5 million) driven by improved performance from underlying investee companies post hard lockdowns in the prior year and earnings growth from Ninety One.
- Trading income arising from customer flow increased to £128.3 million from £35.6 million in the prior year, primarily driven by £87.3 million lower risk management and risk reduction costs associated with the UK structured products book (underpinned

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

by risk mitigation strategies implemented on the book and improving markets) and strong growth in SA trading from increased client activity.

- Net trading losses arising from balance sheet management and other trading activities were £21.1 million compared to £18.9 million in the prior year due to currency and interest rate hedges on the balance sheet.
- Other operating income of £12.2 million (FY2021: £23.0 million) reflects the fair value movements of the Ninety One shares held in the Group's staff share scheme. These shares are reflected on the Group's balance sheet in other assets. The corresponding liability is reflected in other liabilities with changes in the value of the liability expensed through staff costs in operating costs.

Expected credit loss (ECL) impairment charges decreased by 71.0% to £28.8 million (FY2021: £99.4 million) resulting in a credit loss ratio of 8bps (31 March 2021: 35bps; 1H2022: 7bps)
Asset quality remains strong, with exposures to a carefully defined target market and well covered by collateral. Limited default experience, good recoveries, and reversals of certain Stage 3 ECLs raised in prior year as exposures cured, drove the decrease in ECL. Given the uncertain economic outlook, the Group has maintained a level of post-model management overlays to account for risks assessed as inadequately reflected in the models. There was a net release of management overlays during the year of £2.9 million.

Operating costs increased 6.0% to £1 233.9 million (FY2021: £1 164.5 million)
Fixed operating expenditure was well contained, increasing by 1.1%. The increase was primarily driven by higher variable remuneration given improved business performance, partly offset by the non-repeat of one-off costs associated with restructures (including related redundancies) and the closure of operations in Australia in the prior year. The cost to income ratio improved to 63.3% from 70.9% in the prior year.

Taxation
The taxation charge on adjusted operating profit was £143.3 million (FY2021: £74.5 million), resulting in an effective tax rate of 22.1% (FY2021: 22.3%).

In the UK, the lower effective tax rate of 14.9% (FY2021: 27.2%) was driven by higher deferred tax assets on the back of higher enacted tax rates. In SA, the higher rate of 26.7% (FY2021: 20.5%) was largely driven by the impairment of certain deferred tax assets.

Profit or loss attributable to non-controlling interests
The profit attributable to other non-controlling interests was £40.2 million compared to a loss of £0.5 million in the prior year and is attributable to the non-controlling interests in the Investec Property Fund (IPF).

Funding and liquidity
Customer deposits grew 16.5% to £40.1 billion (31 March 2021: £34.4 billion) at 31 March 2022.

Over the same period, cash and near cash increased 30.3% to £17.2 billion (£8.9 billion in Investec plc and R159.5 billion in Investec Limited).

The Group comfortably exceeds Basel liquidity requirements for the Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR).

Investec Bank Limited (consolidated Group) ended the year to 31 March 2022 with the three-month average of its LCR at 138.9% and an NSFR of 112.6%. Investec plc reported a LCR of 457% and a NSFR of 145% at 31 March 2022.

Capital adequacy and leverage ratios
Capital and leverage ratios remain sound, ahead of Board-approved minimum targets and regulatory requirements. The CET1 and leverage ratio were 14.0% and 7.4% for Investec Limited (increased AIRB scope) and 11.7% and 9.2% for Investec plc (Standardised approach) respectively.

Investec Limited made progress in the application to adopt AIRB for the measurement of capital on certain portfolios currently on the Foundation Internal Ratings Based (FIRB) approach. On full adoption of AIRB, the pro-forma CET1 ratio would increase by 200bps at 31 March 2022. Investec plc is in the early stages of a process to migrate from the Standardised approach to the Internal Ratings Based (IRB) approach.

The Group targets a minimum CET1 ratio above 10%, a tier 1 ratio above 11% and a total capital adequacy ratio range of 14% to 17% on a consolidated basis for each of Investec plc and Investec Limited, respectively.

Refer to page 108 for further capital adequacy disclosures.

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Segmental performance

Wealth & Investment
Adjusted operating profit from the Wealth & Investment business increased 22.6% to £123.1 million (FY2021: £100.5 million).

Wealth & Investment	Southern Africa					UK & Other				Total	
	FY2022	FY2021	Variance			**FY2022**	FY2021	Variance		**FY2022**	FY2021
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income	106.6	83.6	23.0	27.5%	21.7%	347.2	319.5	27.7	8.7%	453.8	403.2
Operating costs	(71.2)	(57.5)	(13.6)	23.7%	17.9%	(259.5)	(245.2)	(14.3)	5.8%	(330.7)	(302.7)
Adjusted operating profit	**35.5**	**26.1**	**9.3**	**35.7%**	**30.0%**	**87.7**	**74.3**	**13.3**	**17.9%**	**123.1**	**100.5**

Totals and variance determined in £'000 which may result in rounding differences.

Southern Africa Wealth & Investment (in Rands)
Adjusted operating profit for SA Wealth & Investment increased by 30.0% to R720 million (FY2021: R554 million).

The business reported 9.5% growth in FUM to R364.6 billion (31 March 2021: R333.0 billion) supported by positive investment performance, R12.1 billion of discretionary and annuity net inflows (non-discretionary net inflows of R1.2 billion) and improved markets. The market volatility in the final quarter of the financial year (driven by global inflationary concerns exacerbated by the invasion of Ukraine), negatively impacted closing FUM at 31 March 2022.

Revenue grew by 21.7% supported by sustained inflows into the offshore investment range and higher average discretionary and annuity FUM. Non-discretionary brokerage also increased year-on-year, particularly in March 2022 given increased market volatility.

Operating costs increased 17.9%, driven by higher variable remuneration given strong business performance, and an increased headcount of investment specialists, wealth managers and information technology (IT) personnel. Operating margins improved to 33.2% from 31.2% in FY2021.

UK & Other Wealth & Investment
Adjusted operating profit for UK & Other Wealth & Investment increased 17.9% to £87.7 million (FY2021: £74.3 million).

For the first three quarters of the financial year to 31 December 2021, market recovery and continued net inflows resulted in record FUM of £46.1 billion. However, the final quarter of the financial year was impacted by global market volatility, resulting in closing FUM of £44.4 billion (FY2021: £41.7 billion). Net inflows for the year were £1.2 billion.

Revenue grew by 8.7% given supportive market conditions and net organic growth in FUM of 2.9%. Commission income returned to normalised levels following the exceptional transaction volumes seen in the prior year, resulting in a lower average income yield year-on-year.

Operating costs were up 5.8% due to investment in technology, increased discretionary expenditure as COVID-19 related restrictions eased, as well as higher variable remuneration in line with business performance.

The UK domestic business (which accounts for 96.6% of FUM) reported an operating margin of 27.0% (FY2021: 25.2%), while a combined operating margin for UK & Other of 25.3% (FY2021: 23.3%) was achieved.

Specialist Banking
Adjusted operating profit from Specialist Banking increased 96.6% to £543.0 million (FY2021: £276.3 million).

Specialist Banking	Southern Africa					UK & Other				Total	
	FY2022	FY2021	Variance			**FY2022**	FY2021	Variance		**FY2022**	FY2021
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income (before ECL)	721.7	580.3	141.4	24.4%	18.7%	720.4	618.0	102.3	16.6%	1 442.0	1 198.3
ECL impairment charges	(3.1)	(25.9)	22.8	(88.1%)	(91.2%)	(25.2)	(71.2)	46.0	(64.6%)	(28.2)	(97.1)
Operating costs	(369.0)	(323.3)	(45.7)	14.1%	8.9%	(501.6)	(502.9)	1.4	0.3%	(870.5)	(826.2)
(Profit) /loss attributable to NCI	(0.3)	0.3	(0.6)	(>100%)	(>100%)	—	0.9	(0.9)	(100.0%)	(0.3)	0.6
Adjusted operating profit	**349.4**	**231.5**	**117.9**	**50.9%**	**45.0%**	**193.7**	**44.8**	**148.9**	**332.4%**	**543.0**	**276.3**

Totals and variance determined in £'000 which may result in rounding differences.

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Southern Africa Specialist Banking (in Rands)
Adjusted operating profit for the SA bank increased 45.0% to R7 104 million (FY2021: R4 898 million).

Revenue growth of 18.7% was positively impacted by recovery in NIR as the bank saw increased client activity levels across the board, higher average interest earning assets, lower funding costs and good client acquisition. This was partly offset by investment write-downs on certain portfolios in the current year and lower deal fees in Investec Property.

Net interest income increased 13.2% driven by higher average interest earning assets and lower funding costs.

Non-interest revenue increased 33.0% driven by:

- Increased fee income on the back of higher lending and forex (FX) turnover, and recovery of point-of-sale activity relative to the prior year.
- Higher dividend income and certain realisations off a low base.
- Trading income increased, driven by market share gains in select markets, increased client flows and benefits arising from increased market volatility. Balance sheet management and other trading income saw mark-to-market (MTM) gains on certain interest rate and currency swaps.

– offset by

- Lower deal fees from Investec Property and negative FV adjustments on certain investments.

ECL impairment charges decreased 91.2% to R51 million resulting in an approximately zero percent CLR (FY2021: 18bps). The decline was due to limited default experience, good recoveries, specific ECL impairment reversals and the release of R71 million post-model overlays given credit performance and a stable to improved macro-economic outlook relative to FY2021. The management overlay at year end of R219 million (31 March 2021: R290 million) reflects heightened uncertainty given inflationary pressures, and second-order economic impacts from the invasion of Ukraine.

Operating costs increased 8.9% driven by higher personnel expenses due to salary increases and higher variable remuneration given improved business performance. Discretionary expenditure also increased as COVID-19 related restrictions eased. Fixed costs were well managed increasing 4.2%. The cost to income ratio was lower at 51.1% (FY2021: 55.7%).

Net core loans grew by 3.9% to R298.4 billion (31 March 2021: R287.3 billion). Advances to private clients increased 4.2% driven by resi-mortgages, offset by flat year-on-year growth in commercial real estate. Corporate lending increased 3.3%, offset by elevated repayments and subdued credit demand given continued low business confidence.

UK & Other Specialist Banking
Adjusted operating profit for the UK bank increased to £193.7 million (FY2021: £44.8 million). The £148.9 million increase in profits was driven principally by strong net interest income growth, lower risk management and risk reduction costs related to the structured products book, reduced fixed operating expenditure and lower ECL charges given limited stage 3 ECLs. Client acquisition remained strong, with the Private Banking business growing its HNW clients to 6 982, surpassing the three-year target of 6 500 clients by 31 March 2022.

Net interest income increased 20.9% driven by higher average lending books and lower cost of funding, partially offset by the impact of the disposal of the Australian corporate book in March 2021.

Non-interest revenue increased 8.8% due to:

- Significantly lower risk management and risk reduction costs associated with the structured products book (£5.9 million for FY2022 vs £93.3 million for FY2021).
- Higher fees from the Private Equity franchise due to strong origination and distribution activities and higher advisory fees relative to prior year.

– offset by

- Lower fees and commissions due to the wind down of Australia and a reduction in equity capital markets activity off a high base.
- Reduced balance sheet management and other trading income due to costs associated with the early redemption of a senior bond, MTM losses on balance sheet management instruments and the non-repeat of MTM gains in the prior year.

ECL impairment charges decreased 64.6% to £25.2 million primarily due to lower specific impairments. The reduction in ECL resulted in a credit loss ratio of 17bps (FY2021: 56bps). The management overlay totals £16.8 million at 31 March 2022 (down £4.2million from £21 million at September 2021; up from £16 million at March 2021). This movement in the overlay reflects:

- Increased modelled ECL given greater downside weightings,
- The reducing impact that the COVID-19 pandemic has on management's underlying assumptions, and
- The increasing impact of greater global uncertainty given rising inflation and geopolitical concerns.

Operating costs were broadly flat, declining by 0.3% year on year. The 5.3% reduction in fixed costs was offset by an increase in variable remuneration in line with improved business performance. The base includes one-off costs associated with the implementation of restructures as part of the Group's strategy to simplify and focus the business, including related redundancies and the closure of operations in Australia. The cost to income ratio improved to 69.6% (FY2021: 81.3%).

Net core loans grew by 17.0% (18.5% excluding Australia) to £14.4 billion (31 March 2021: £12.3 billion) driven by residential mortgages (up 35.5%) and strong demand for corporate credit (up 10.2% (12.0% excluding Australia)) across several portfolios.

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Group Investments
Group Investments includes the 25% holding in Ninety One*, 47.4% stake in the IEP Group, 24.31% held in the Investec Property Fund (IPF) and other equity investments.

Group Investments	Southern Africa					UK & Other				Total	
	FY2022	FY2021	Variance			**FY2022**	FY2021	Variance		**FY2022**	FY2021
	£'m	£'m	£'m	%	% in Rands	**£'m**	£'m	£'m	%	**£'m**	£'m
Operating income (net of ECL charges)	60.5	12.0	48.5	>100%	>100%	33.4	25.1	8.2	32.8%	93.9	37.2
Operating costs	(1.9)	(2.1)	0.2	(7.2%)	(8.5%)	—	—	—	—	(1.9)	(2.1)
(Profit) attributable to NCI	(39.9)	(0.7)	(39.2)	(>100%)	(>100%)	—	—	—	—	(39.9)	(0.7)
Adjusted operating profit	**18.7**	**9.2**	**9.4**	**>100%**	**92.7%**	**33.4**	**25.1**	**8.2**	**32.8%**	**52.1**	**34.4**

Totals and variance determined in £'000 which may result in rounding differences.

*Post the 30 May 2022 distribution, the Group's holding in Ninety One will be c.10%..

Adjusted operating profit from Group Investments increased by 51.4% to £52.1 million (FY2021: £34.4 million) driven by:
- Better than expected performance in the underlying investee companies within IEP,
- Growth in earnings from Ninety One, and
- Lower negative FX adjustments on Euro-denominated investments in IPF, compared to the prior year.

On behalf of the Boards of Investec plc and Investec Limited

Philip Hourquebie
Chair
18 May 2022

Fani Titi
Chief Executive

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Profit Forecast
The following matters highlighted in this announcement contain forward-looking statements:

- The cost to income ratio to be within the Group target of <63% notwithstanding inflationary pressures.
- Normalisation of expected credit loss impairment charges and consequent credit loss ratio increase towards the Group's revised through-the-cycle (TTC) range of 25-35bps, with South Africa's TTC range calibrated between 20bps and 30bps, and the UK between 30bps and 40bps.
- Improvement in ROE towards the 12-16% Group target range, which we expect to achieve by FY2024. This will be aided by capital management initiatives.

The basis of preparation of this statement and the assumptions upon which it was based are set out below. This statement is subject to various risks and uncertainties and other factors – these factors may cause the Group's actual future results, performance or achievements in the markets in which it operates to differ from those expressed in this Profit Forecast.

Any forward-looking statements made are based on the knowledge of the Group at 18 May 2022.

This forward-looking statement represents a profit forecast under the Listing Rules. The Profit Forecast relates to the year ending 31 March 2023.

The financial information on which the Profit Forecast was based is the responsibility of the Directors of the Group and has not been reviewed and reported on by the Group's auditors.

Basis of preparation
The Profit Forecast has been properly compiled using the assumptions stated below, and on a basis consistent with the accounting policies adopted in the Group's 31 March 2022 unaudited preliminary financial statements, which are in accordance with IFRS.

Assumptions
The Profit Forecast has been prepared on the basis of the following assumptions during the forecast period:

Factors outside the influence or control of the Investec Board:

- There will be no material change in the political and/or economic environment that would materially affect the Investec Group.
- There will be no material change in legislation or regulation impacting on the Investec Group's operations or its accounting policies.
- There will be no business disruption that will have a significant impact on the Investec Group's operations, whether for the economic effects of increased geopolitical tensions or otherwise.
- The Rand/Pound Sterling and US Dollar/Pound Sterling exchange rates and the tax rates remain materially unchanged from the prevailing rates detailed above.
- There will be no material changes in the structure of the markets, client demand or the competitive environment.
- There will be no material change to the facts and circumstances relating to legal proceedings and uncertain tax matters.

Estimates and judgements
In preparation of the Profit Forecast, the Group makes estimations and applies judgement that could affect the reported amount of assets and liabilities within the reporting period. Key areas in which judgement is applied include:

- Valuation of unlisted investments primarily in the private equity, direct investments portfolios and embedded derivatives. Key valuation inputs are based on the most relevant observable market inputs, adjusted where necessary for factors that specifically apply to the individual investments and recognising market volatility.
- The determination of ECL against assets that are carried at amortised cost and ECL relating to debt instruments at fair value through other comprehensive income (FVOCI) involves the assessment of future cash flows which is judgmental in nature.
- Valuation of investment properties is performed by capitalising the budget net income of the property at the market related yield applicable at the time.
- The Group's income tax charge and balance sheet provision are judgmental in nature. This arises from certain transactions for which the ultimate tax treatment can only be determined by final resolution with the relevant local tax authorities. The Group recognises in its tax provision certain amounts in respect of taxation that involve a degree of estimation and uncertainty where the tax treatment cannot finally be determined until a resolution has been reached by the relevant tax authority. The carrying amount of this provision is often dependent on the timetable and progress of discussions and negotiations with the relevant tax authorities, arbitration processes and legal proceedings in the relevant tax jurisdictions in which the Group operates. Issues can take many years to resolve and assumptions on the likely outcome would therefore have to be made by the Group.
- Where appropriate, the Group has utilised expert external advice as well as experience of similar situations elsewhere in making any such provisions. Determination of interest income and interest expense using the effective interest rate method involves judgement in determining the timing and extent of future cash flows.

2022 FINANCIAL YEAR-END RESULTS COMMENTARY
CONTINUED

Accounting policies, significant judgements and disclosures
These unaudited condensed combined consolidated financial results have been prepared in terms of the recognition and measurement criteria of the presentation and disclosure requirements of IAS 34, “Interim Financial Reporting” and IFRS as adopted by the UK which comply with IFRS' as issued by the IASB. At 31 March 2022, UK adopted IFRS are identical in all material respects to current IFRS applicable to the Group, with differences only in the effective dates of certain standards.

The accounting policies applied in the preparation of the results for the year ended 31 March 2022 are consistent with those adopted in the financial statements for year ended 31 March 2021.The financial results have been prepared under the supervision of Nishlan Samujh, the Group Finance Director. The annual financial statements for the year ended 31 March 2022 are available on the Group’s website.

www.investec.com

Proviso
- Please note that matters discussed in this announcement may contain forward-looking statements which are subject to various risks and uncertainties and other factors, including, but not limited to:
  - changes in the political and/or economic environment that would materially affect the Investec Group
  - changes in the economic environment caused by the resulting lockdowns and government programmes aimed to stimulate the economy
  - changes in legislation or regulation impacting the Investec Group’s operations or its accounting policies
  - changes in business conditions that will have a significant impact on the Investec Group’s operations
  - changes in exchange rates and/or tax rates from the prevailing rates outlined in this announcement
  - changes in the structure of the markets, client demand or the competitive environment.
- A number of these factors are beyond the Group’s control.
- These factors may cause the Group’s actual future results, performance or achievements in the markets in which it operates to differ from those expressed or implied.
- Any forward-looking statements made are based on the knowledge of the Group at 18 May 2022.
- The information in the Group’s announcement for the year ended 31 March 2022, which was approved by the Board of Directors on 18 May 2022, does not constitute statutory accounts as defined in Section 435 of the UK Companies Act 2006. The 31 March 2021 financial statements were filed with the registrar and were unqualified with the audit report containing no statements in respect of sections 498(2) or 498(3) of the UK Companies Act.
- The financial information on which forward-looking statements are based is the responsibility of the Directors of the Group and has not been reviewed and reported on by the Group’s auditors.

A full version of the Group’s announcement is available on the Group’s website:

www.investec.com

Financial assistance
Shareholders are referred to Special Resolution number 30, which was approved at the annual general meeting held on 5 August 2021, relating to the provision of direct or indirect financial assistance in terms of Section 45 of the South African Companies Act, No 71 of 2008 to related or inter-related companies. Shareholders are hereby notified that in terms of S45(5)(a) of the South African Companies Act, the Boards of Directors of Investec Limited and Investec Bank Limited provided such financial assistance during the period 1 April 2021 to 31 March 2022 to various Group subsidiaries.

PRESENTATION OF FINANCIAL INFORMATION

Basis of presentation
Investec operates under a Dual Listed Companies (DLC) structure with primary listings of Investec plc on the London Stock Exchange and Investec Limited on the JSE Limited.

In terms of the contracts constituting the DLC structure, Investec plc and Investec Limited effectively form a single economic enterprise in which the economic and voting rights of ordinary shareholders of the companies are maintained in equilibrium relative to each other. The directors of the two companies consider that for financial reporting purposes, the fairest presentation is achieved by combining the results and financial position of both companies.

Accordingly, these year-end results reflect the results and financial position of the combined DLC Group under UK adopted International Financial Reporting Standards (IFRS) which comply with IFRS as issued by the International Accounting Standards Board (IASB), denominated in Pounds Sterling. In the commentary above, all references to Investec or the Group relate to the combined DLC Group comprising Investec plc and Investec Limited.

Following a review of the liquidity, capital position, profitability, the business model and operational risks facing the business, the directors have a reasonable expectation that the Investec Group will be a going concern for a period of at least 12 months. The results for the year ended 31 March 2022 has accordingly been prepared on the going concern basis.

Unless the context indicates otherwise, all comparatives included in the commentary above relate to the year ended 31 March 2021.

Amounts represented on a neutral currency basis for income statement items assume that the relevant average exchange rates for the year ended 31 March 2022 remain the same as those in the prior year. Amounts represented on a neutral currency basis for balance sheet items assume that the relevant closing exchange rates at 31 March 2022 remain the same as those at 31 March 2021.

Neutral currency information is considered as pro-forma financial information as per the JSE Listings Requirements and is therefore the responsibility of the Group's Board of Directors. Pro-forma financial information was prepared for illustrative purposes and because of its nature may not fairly present the issuer's financial position, changes in equity, or results of operations. The external auditors of Investec Limited performed a review of the pro forma financial information and the opinion is available for inspection at the registered office of Investec upon request.

Foreign currency impact
The Group's reporting currency is Pounds Sterling. Certain of the Group's operations are conducted by entities outside the UK. The results of operations and the financial condition of these individual companies are reported in the local currencies in which they are domiciled, including Rands, Australian Dollars, Euros and US Dollars. These results are then translated into Pounds Sterling at the applicable foreign currency exchange rates for inclusion in the Group's combined consolidated financial statements. In the case of the income statement, the weighted average rate for the relevant period is applied and, in the case of the balance sheet, the relevant closing rate is used.

The following table sets out the movements in certain relevant exchange rates against Pounds Sterling over the period:

	31 March 2022		31 March 2021	
Currency per £1.00	**Closing**	**Average**	Closing	Average
South African Rand	19.24	20.28	20.36	21.33
Euro	1.18	1.18	1.17	1.12
US Dollar	1.31	1.37	1.38	1.31

Exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average Rand: Pound Sterling exchange rate over the period has appreciated by 4.9% against the comparative 12-month period ended 31 March 2021, and the closing rate has appreciated by 5.5% since 31 March 2021.

SALIENT FEATURES

	31 March 2022	31 March 2021	% change
Income statement and selected returns			
Adjusted earnings attributable to ordinary shareholders (£'000)	505 167	268 269	88.3%
Headline earnings (£'000)	489 377	247 558	97.7%
Adjusted operating profit (£'000)	687 409	377 582	82.1%
Cost to income ratio	63.3%	70.9%	
Staff compensation to operating income ratio	45.8%	52.8%	
Return on average shareholders' equity (post-tax)	11.4%	6.6%	
Return on average tangible shareholders' equity (post-tax)	12.3%	7.2%	
Return on average risk-weighted assets	1.50%	0.82%	
Net interest income as a % of operating income	47.5%	47.4%	
Non-interest income as a % of operating income	52.5%	52.6%	
Annuity income as a % of total operating income	76.2%	77.6%	
Effective operational tax rate	22.1%	22.3%	
Share statistics			
Adjusted earnings per share (pence)	55.1	28.9	90.7%
Headline earnings per share (pence)	53.3	26.6	100.4%
Basic earnings per share (pence)	52.0	25.2	106.3%
Diluted earnings per share (pence)	50.2	24.9	101.6%
Dividend per share (pence)	25.0	13.0	92.3%
Dividend payout ratio	45.4%	45.0%	

	31 March 2022	31 March 2021	% change
Balance sheet			
Total assets^^ (£'million)	58 844	51 450	14.4%
Net core loans (£'million)	29 934	26 438	13.2%
Cash and near cash balances (£'million)	17 161	13 229	29.7%
Customer accounts (deposits) (£'million)	40 118	34 449	16.5%
Funds under management (£'million)	63 800	58 436	9.2%
Gearing ratio (assets excluding assurance assets to total equity)	10.2x	9.7x	
Core loans to equity ratio	5.2x	5.0x	
Loans and advances to customers as a % of customer deposits	73.7%	75.6%	
Credit loss ratio	0.08%	0.35%	
Stage 3 net of ECL as a % of net core loans subject to ECL	1.6%	2.1%	
Share statistics continued			
Net asset value per share (pence)	510.0	458.0	11.4%
Tangible net asset value per share (pence)	476.6	423.6	12.5%
Weighted number of ordinary shares in issue (million)	917.5	929.1	(1.3%)
Total number of shares in issue (million)	1 006.5	1 015.0	(0.8%)
Capital ratios^			
Investec plc			
Total capital ratio	16.8%	15.1%	
Common Equity Tier 1 ratio	11.7%	11.2%	
Leverage ratio	9.2%	7.9%	
Investec Limited*			
Total capital adequacy ratio	17.5%	16.0%	
Common Equity Tier 1 ratio	14.0%	12.2%	
Leverage ratio	7.4%	7.6%	

Refer to alternative performance measures and definitions sections found on pages 129 to 131.

^ The Group's expected Basel III 'fully loaded' numbers are provided on page 108.
^^ Restated as detailed on pages 64 and 65.
* Investec Limited received approval to adopt the Advanced Internal Ratings Based (AIRB) approach for the SME and Corporate models, effective 1 April 2021. 31 March 2021 numbers are reported on the FIRB approach; we presented numbers on a pro-forma Increased AIRB Scope basis for 31 March 2021 on page 108.

EXCHANGE RATE IMPACT ON RESULTS

As noted on page 22, exchange rates between local currencies and Pounds Sterling have fluctuated over the period. The most significant impact arises from the volatility of the Rand. The average Rand: Pound Sterling exchange rate over the period has appreciated by 4.9% against the comparative 12-month period ended 31 March 2021, and the closing rate has appreciated by 5.5% since 31 March 2021. The following tables provide an analysis of the impact of the Rand on our reported numbers.

	Results in Pounds Sterling					Results in Rands		
	Year to 31 March 2022	Year to 31 March 2021	% change	**Neutral currency^ Year to 31 March 2022**	Neutral currency % change	**Year to 31 March 2022**	Year to 31 March 2021	% change
Adjusted operating profit before taxation (million)	£687	£378	82.1%	£669	77.0%	R13 947	R8 202	70.0%
Earnings attributable to shareholders (million)	£516	£268	92.5%	£503	87.7%	R10 481	R5 715	83.4%
Adjusted earnings attributable to shareholders (million)	£505	£268	88.3%	£493	84.0%	R10 256	R5 710	79.6%
Adjusted earnings per share	55.1p	28.9p	90.7%	53.7p	85.8%	1118c	614c	82.1%
Basic earnings per share	52.0p	25.2p	106.3%	50.7p	101.2%	1055c	538c	96.1%
Headline earnings per share	53.3p	26.6p	100.4%	51.9p	95.1%	1083c	568c	90.7%

	Results in Pounds Sterling					Results in Rands		
	At 31 March 2022	At 31 March 2021	% change	**Neutral currency^^ At 31 March 2022**	Neutral currency % change	**At 31 March 2022**	At 31 March 2021	% change
Net asset value per share	510.0p	458.0p	11.4%	495.9p	8.3%	9 810c	9 326c	5.2%
Tangible net asset value per share	476.6p	423.6p	12.5%	462.4p	9.2%	9 167c	8 625c	6.3%
Total equity (million)	£5 740	£5 312	8.1%	£5 565	4.8%	R110 410	R108 161	2.1%
Total assets (million)	£58 844	£51 450	14.4%	£57 127	11.0%	R1 131 872	R1 047 605	8.0%
Core loans (million)	£29 934	£26 438	13.2%	£29 081	10.0%	R575 773	R538 320	7.0%
Cash and near cash balances (million)	£17 161	£13 229	29.7%	£16 702	26.3%	R330 089	R269 364	22.5%
Customer accounts (deposits) (million)	£40 118	£34 449	16.5%	£38 911	12.9%	R771 675	R701 446	10.0%
Funds under management (million)	£63 800	£58 436	9.2%	£62 743	7.4%	R1 227 209	R1 189 872	3.1%

^ For income statement items we have used the average Rand: Pound Sterling exchange rate that was applied in the prior period, i.e. 21.33.
^^ For balance sheet items we have assumed that the Rand: Pound Sterling closing exchange rate has remained neutral since 31 March 2021.

Neutral currency information is considered as pro-forma financial information as per the JSE Listings Requirements and is therefore the responsibility of the Group's Board of directors. Pro-forma financial information was prepared for illustrative purposes and because of its nature may not fairly present the issuer's financial position, changes in equity, or results of operations. The external auditors issued a limited assurance report in respect of the neutral currency information. The report is available for inspection at the registered office of Investec upon request.

CONDENSED COMBINED CONSOLIDATED INCOME STATEMENT

£'000	Note*	Year to 31 March 2022	Year to 31 March 2021
Interest income	2	1 951 209	1 922 299
Interest expense	2	(1 005 939)	(1 144 193)
Net interest income	2	**945 270**	**778 106**
Fee and commission income	3	864 639	791 153
Fee and commission expense	3	(46 423)	(42 275)
Investment income	4	27 974	32 002
Share of post-taxation profit of associates and joint venture holdings	5	79 556	42 459
Trading income/(loss) arising from			
– customer flow	6	128 277	35 566
– balance sheet management and other trading activities	6	(21 128)	(18 903)
Other operating income	7	12 190	22 953
Total operating income before expected credit loss impairment charges	1	**1 990 355**	**1 641 061**
Expected credit loss impairment charges	8	(28 828)	(99 438)
Operating income		**1 961 527**	**1 541 623**
Operating costs	9	(1 233 948)	(1 164 513)
Operating profit before goodwill, acquired intangibles and strategic actions		**727 579**	**377 110**
Impairment of goodwill	10	(1 962)	(11 599)
Impairment of associates and joint venture holdings	5	—	(16 773)
Amortisation of acquired intangibles	10	(15 477)	(15 287)
Amortisation of acquired intangibles of associates	10	(9 249)	(9 268)
Closure and rundown of the Hong Kong direct investments business		(1 203)	7 386
Operating profit		**699 688**	**331 569**
Implementation costs on distribution of associate to shareholders		(2 427)	—
Profit before taxation		**697 261**	**331 569**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	11	(143 309)	(74 539)
Taxation on acquired intangibles and strategic actions		2 422	1 712
Profit after taxation		**556 374**	**258 742**
(Profit)/loss attributable to non-controlling interests		(40 170)	472
Loss attributable to other non-controlling interests relating to impairments of associates		—	9 126
Earnings attributable to shareholders		**516 204**	**268 340**
Earnings attributable to ordinary shareholders		475 469	231 153
Earnings attributable to perpetual preferred securities and other Additional Tier 1 security holders		40 735	37 187

* Refer to Financial review section for notes.

COMBINED CONSOLIDATED STATEMENT OF TOTAL COMPREHENSIVE INCOME

£'000	Year to 31 March 2022	Year to 31 March 2021
Profit after taxation	556 374	258 742
Other comprehensive income:		
Items that may be reclassified to the income statement		
Fair value movements on cash flow hedges taken directly to other comprehensive income^	(4 311)	242
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income^	(301)	152 355
Gain on realisation of debt instruments at FVOCI recycled through the income statement^	(2 010)	(717)
Foreign currency adjustments on translating foreign operations	173 160	111 779
Items that will not be reclassified to the income statement		
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	617	380
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income^	3 420	1 778
Remeasurement of net defined benefit pension liability	40	(39)
Net gain/(loss) attributable to own credit risk^	11 095	(850)
Total comprehensive income	**738 084**	**523 670**
Total comprehensive income attributable to ordinary shareholders	629 300	448 637
Total comprehensive income attributable to non-controlling interests	68 049	37 846
Total comprehensive income attributable to perpetual preferred securities	40 735	37 187
Total comprehensive income	**738 084**	**523 670**

^ Net of taxation expense of £3.5 million (2021: £38.5 million).

COMBINED CONSOLIDATED BALANCE SHEET

At £'000	31 March 2022	31 March 2021^
Assets		
Cash and balances at central banks	5 998 270	3 517 100
Loans and advances to banks	2 552 061	2 637 436
Non-sovereign and non-bank cash placements	684 983	439 841
Reverse repurchase agreements and cash collateral on securities borrowed	4 609 778	3 575 713
Sovereign debt securities	4 148 867	3 711 623
Bank debt securities	1 515 210	1 121 730
Other debt securities	1 229 287	1 364 235
Derivative financial instruments	1 617 240	1 714 743
Securities arising from trading activities	683 329	1 024 671
Investment portfolio	912 872	909 050
Loans and advances to customers	29 561 088	26 041 087
Own originated loans and advances to customers securitised	375 763	401 912
Other loans and advances	128 284	102 135
Other securitised assets	123 888	140 087
Interests in associated undertakings and joint venture holdings	734 434	679 157
Current taxation assets	33 653	60 325
Deferred taxation assets	259 370	246 622
Other assets	2 068 615	2 165 438
Property and equipment	335 420	329 972
Investment properties	820 555	832 061
Goodwill	258 404	259 805
Software	9 443	12 574
Other acquired intangible assets	44 152	58 968
Non-current assets classified as held for sale	79 229	51 783
	58 784 195	**51 398 068**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	59 549	52 405
	58 843 744	**51 450 473**
Liabilities		
Deposits by banks	3 178 668	2 403 712
Derivative financial instruments	2 537 303	2 190 487
Other trading liabilities	275 589	326 189
Repurchase agreements and cash collateral on securities lent	863 285	1 003 312
Customer accounts (deposits)	40 118 412	34 449 430
Debt securities in issue	2 043 640	1 892 319
Liabilities arising on securitisation of own originated loans and advances	238 370	160 646
Liabilities arising on securitisation of other assets	95 885	108 281
Current taxation liabilities	41 631	78 790
Deferred taxation liabilities	19 624	40 333
Other liabilities	2 315 841	1 951 122
	51 728 248	**44 604 621**
Liabilities to customers under investment contracts	56 475	49 798
Insurance liabilities, including unit-linked liabilities	3 074	2 607
	51 787 797	**44 657 026**
Subordinated liabilities	1 316 191	1 480 951
	53 103 988	**46 137 977**
Equity		
Ordinary share capital	247	247
Ordinary share premium	1 516 024	1 517 852
Treasury shares	(318 987)	(267 508)
Other reserves	(650 228)	(788 222)
Retained income	4 069 776	3 772 628
Ordinary shareholders' equity	**4 616 832**	**4 234 997**
Perpetual preference share capital and premium	174 869	174 053
Shareholders' equity excluding non-controlling interests	**4 791 701**	**4 409 050**
Other Additional Tier 1 securities in issue	411 683	335 111
Non-controlling interests	536 372	568 335
– Perpetual preferred securities issued by subsidiaries	—	72 750
– Non-controlling interests in partially held subsidiaries	536 372	495 585
Total equity	**5 739 756**	**5 312 496**
Total liabilities and equity	**58 843 744**	**51 450 473**

^ Restated as detailed on page 64.

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

£'000	Ordinary share capital	Ordinary share premium	Treasury shares
At 1 April 2020	**247**	**1 517 852**	**(272 881)**
Movement in reserves 1 April 2020 – 31 March 2021			
Profit after taxation	—	—	—
Fair value movements on cash flow hedges taken directly to other comprehensive income	—	—	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	—	—	—
Gain on realisation of debt instruments at FVOCI recycled through the income statement	—	—	—
Foreign currency adjustments on translating foreign operations	—	—	—
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	—	—
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	—	—	—
Remeasurement of net defined benefit pension liability	—	—	—
Net loss attributable to own credit risk	—	—	—
Total comprehensive income for the year	**—**	**—**	**—**
Issue of Other Additional Tier 1 Security instruments	—	—	—
Net equity movements in interests in associated undertakings	—	—	—
Movement of treasury shares	—	—	4 323
Share-based payments adjustments	—	—	—
Transfer from share-based payments reserve to treasury shares	—	—	1 050
Transfer to regulatory general risk reserve	—	—	—
Transfer to foreign currency reserve	—	—	—
Repurchase of perpetual preference share capital	—	—	—
Net equity impact of non-controlling interest movements	—	—	—
Transfer from capital reserve	—	—	—
Dividends declared to other equity holders including Other Additional Tier 1 security holders	—	—	—
Dividends paid to perpetual preference shareholders included in non-controlling interests and Other Additional Tier 1 security holders	—	—	—
Dividends paid to ordinary shareholders	—	—	—
Dividends paid to non-controlling interests	—	—	—
At 31 March 2021	**247**	**1 517 852**	**(267 508)**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

Other reserves												
Capital reserve account	Fair value reserve	Regulatory general risk reserve	Cash flow hedge reserve	Foreign currency reserves	Own credit risk reserve	Retained income	**Ordinary shareholders' equity**	Perpetual preference share capital and premium	**Shareholders' equity excluding non-controlling interests**	Other Additional Tier 1 securities in issue	Non-controlling interests	**Total equity**
(6 797)	**(152 882)**	**41 346**	**(99 144)**	**(748 225)**	**(10 595)**	**3 593 384**	**3 862 305**	**168 518**	**4 030 823**	**295 593**	**571 216**	**4 897 632**
—	—	—	—	—	—	268 340	268 340	—	268 340	—	(9 598)	258 742
—	—	—	242	—	—	—	242	—	242	—	—	242
—	152 355	—	—	—	—	—	152 355	—	152 355	—	—	152 355
—	(717)	—	—	—	—	—	(717)	—	(717)	—	—	(717)
—	—	—	—	47 687	—	—	47 687	12 638	60 325	4 010	47 444	111 779
—	(19)	—	—	—	399	—	380	—	380	—	—	380
—	1 778	—	—	—	—	—	1 778	—	1 778	—	—	1 778
—	—	—	—	—	—	(39)	(39)	—	(39)	—	—	(39)
—	—	—	—	—	(850)	—	(850)	—	(850)	—	—	(850)
—	**153 397**	**—**	**242**	**47 687**	**(451)**	**268 301**	**469 176**	**12 638**	**481 814**	**4 010**	**37 846**	**523 670**
—	—	—	—	—	—	—	—	—	—	35 508	—	35 508
—	—	—	—	—	—	(17 954)	(17 954)	—	(17 954)	—	—	(17 954)
(14 484)	—	—	—	—	—	—	(10 161)	—	(10 161)	—	—	(10 161)
—	—	—	—	—	—	19 121	19 121	—	19 121	—	—	19 121
—	—	—	—	—	—	(1 050)	—	—	—	—	—	—
—	—	786	—	—	—	(786)	—	—	—	—	—	—
—	—	—	—	980	—	(980)	—	—	—	—	—	—
—	—	—	—	—	—	3 311	3 311	(7 103)	(3 792)	—	(2 482)	(6 274)
—	—	—	—	—	—	(268)	(268)	—	(268)	—	(5 860)	(6 128)
(82)	—	—	—	—	—	82	—	—	—	—	—	—
—	—	—	—	—	—	(37 187)	(37 187)	10 603	(26 584)	21 299	5 285	—
—	—	—	—	—	—	—	—	(10 603)	(10 603)	(21 299)	(5 285)	(37 187)
—	—	—	—	—	—	(53 346)	(53 346)	—	(53 346)	—	—	(53 346)
—	—	—	—	—	—	—	—	—	—	—	(32 385)	(32 385)
(21 363)	**515**	**42 132**	**(98 902)**	**(699 558)**	**(11 046)**	**3 772 628**	**4 234 997**	**174 053**	**4 409 050**	**335 111**	**568 335**	**5 312 496**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

£'000	Ordinary share capital	Ordinary share premium	Treasury shares
31 March 2021	**247**	**1 517 852**	**(267 508)**
Movement in reserves 1 April 2021 – 31 March 2022			
Profit after taxation	—	—	—
Fair value movements on cash flow hedges taken directly to other comprehensive income	—	—	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	—	—	—
Gain on realisation of debt instruments at FVOCI recycled through the income statement	—	—	—
Foreign currency adjustments on translating foreign operations	—	—	—
Effect of rate change on deferred taxation relating to adjustment for IFRS 9	—	—	—
Fair value movements on equity instruments at FVOCI taken directly to other comprehensive income	—	—	—
Movement in post retirement benefit liabilities	—	—	—
Net gain attributable to own credit risk	—	—	—
Total comprehensive income for the year	**—**	**—**	**—**
Issue of Other Additional Tier 1 Security instruments	—	—	—
Repurchase of perpetual preference share capital	—	—	—
Share buyback of ordinary share capital	—	(1 828)	—
Net equity movements in interests in associated undertakings	—	—	—
Movement of treasury shares	—	—	(51 479)
Share-based payments adjustments	—	—	—
Transfer to regulatory general risk reserve	—	—	—
Net equity impact of non-controlling interest movements	—	—	—
Dividends declared to other equity holders including other Additional Tier 1 security holders	—	—	—
Dividends paid to perpetual preference shareholders included in non-controlling interests and Other Additional Tier 1 security holders	—	—	—
Dividends paid to ordinary shareholders	—	—	—
Dividends paid to non-controlling interests	—	—	—
At 31 March 2022	**247**	**1 516 024**	**(318 987)**

COMBINED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY
CONTINUED

Other reserves												
Capital reserve account	Fair value reserve	Regulatory general risk reserve	Cash flow hedge reserve	Foreign currency reserves	Own credit risk reserve	Retained income	**Ordinary shareholders' equity**	Perpetual preference share capital and premium	**Shareholders' equity excluding non-controlling interests**	Other Additional Tier 1 securities in issue	Non-controlling interests	**Total equity**
(21 363)	**515**	**42 132**	**(98 902)**	**(699 558)**	**(11 046)**	**3 772 628**	**4 234 997**	**174 053**	**4 409 050**	**335 111**	**568 335**	**5 312 496**
—	—	—	—	—	—	516 204	516 204	—	516 204	—	40 170	556 374
—	—	—	(4 311)	—	—	—	(4 311)	—	(4 311)	—	—	(4 311)
—	(301)	—	—	—	—	—	(301)	—	(301)	—	—	(301)
—	(2 010)	—	—	—	—	—	(2 010)	—	(2 010)	—	—	(2 010)
—	—	—	—	127 523	—	—	127 523	8 738	136 261	9 020	27 879	173 160
—	(47)	—	—	—	664	—	617	—	617	—	—	617
—	3 420	—	—	—	—	—	3 420	—	3 420	—	—	3 420
—	—	—	—	—	—	40	40	—	40	—	—	40
—	—	—	—	—	11 095	—	11 095	—	11 095	—	—	11 095
—	**1 062**	**—**	**(4 311)**	**127 523**	**11 759**	**516 244**	**652 277**	**8 738**	**661 015**	**9 020**	**68 049**	**738 084**
—	—	—	—	—	—	—	—	—	—	67 552	—	67 552
—	—	—	—	—	—	1 255	1 255	(7 922)	(6 667)	—	(71 168)	(77 835)
—	—	—	—	—	—	(34 322)	(36 150)	—	(36 150)	—	—	(36 150)
—	—	—	—	—	—	6 788	6 788	—	6 788	—	—	6 788
4 365	—	—	—	—	—	—	(47 114)	—	(47 114)	—	—	(47 114)
—	—	—	—	—	—	23 932	23 932	—	23 932	—	—	23 932
—	—	(2 404)	—	—	—	2 404	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	443	443
—	—	—	—	—	—	(40 735)	(40 735)	8 606	(32 129)	26 757	5 372	—
—	—	—	—	—	—	—	—	(8 606)	(8 606)	(26 757)	(5 372)	(40 735)
—	—	—	—	—	—	(178 418)	(178 418)	—	(178 418)	—	—	(178 418)
—	—	—	—	—	—	—	—	—	—	—	(29 287)	(29 287)
(16 998)	**1 577**	**39 728**	**(103 213)**	**(572 035)**	**713**	**4 069 776**	**4 616 832**	**174 869**	**4 791 701**	**411 683**	**536 372**	**5 739 756**

CONDENSED COMBINED CONSOLIDATED CASH FLOW STATEMENT

£'000	**Year to 31 March 2022**	Year to 31 March 2021^
Net cash inflow/(outflow) from operating activities	3 071 540	(606 625)
Net cash inflow from investing activities	35 565	1 414
Net cash outflow from financing activities	(587 923)	(134 626)
Effects of exchange rates on cash and cash equivalents	90 928	146 030
Net increase/(decrease) in cash and cash equivalents	**2 610 110**	**(593 807)**
Cash and cash equivalents at the beginning of the year	6 489 630	7 083 437
Cash and cash equivalents at the end of the year	**9 099 740**	**6 489 630**

^ Restated as detailed on page 64.

Cash and cash equivalents is defined as including: cash and balances at central banks, on demand loans and advances to banks and non-sovereign and non-bank cash placements (all of which have a maturity profile of less than three months).

EARNINGS PER SHARE

For the year to 31 March	2022	2021
Earnings	**£'000**	£'000
Earnings attributable to shareholders	516 204	268 340
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(40 735)	(37 187)
Gain on repurchase of perpetual preference shares	1 255	3 311
Earnings and diluted earnings attributable to ordinary shareholders	**476 724**	**234 464**
Adjusted earnings		
Earnings attributable to shareholders	516 204	268 340
Impairment of goodwill	1 962	11 599
Impairment of associates and joint venture holdings	—	16 773
Loss attributable to other non-controlling interests relating to impairments of associates	—	(9 126)
Amortisation of acquired intangibles	15 477	15 287
Amortisation of acquired intangibles of associates	9 249	9 268
Closure and rundown of the Hong Kong direct investments business	1 203	(7 386)
Implementation costs on distribution of associate to shareholders	2 427	—
Taxation on acquired intangibles and strategic actions	(2 422)	(1 712)
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(40 735)	(37 187)
Accrual adjustment on earnings attributable to other equity holders*	1 802	2 413
Adjusted earnings attributable to ordinary shareholders before goodwill, acquired intangibles and non-operating items	**505 167**	**268 269**
Headline earnings		
Earnings attributable to shareholders	516 204	268 340
Impairment of goodwill	1 962	11 599
Impairment of associates and joint venture holdings	—	16 773
Loss attributable to other non-controlling interests relating to impairments of associates	—	(9 126)
Gain on disposal of Group operations	—	(20 388)
Remeasurement of Group investment	—	(10 770)
Dividends payable to perpetual preference shareholders and Other Additional Tier 1 security holders (other equity holders)	(40 735)	(37 187)
Headline adjustments of associates	5 625	7 782
Property revaluation, net of taxation and non-controlling interests**	5 066	16 047
Other headline adjustments^	—	1 177
Gain on repurchase of perpetual preference shares	1 255	3 311
Headline earnings attributable to ordinary shareholders* **	**489 377**	**247 558**
Weighted number of shares in issue		
Weighted total average number of shares in issue during the year	1 014 217 111	1 014 987 327
Weighted average number of treasury shares	(96 765 211)	(85 892 556)
Weighted average number of shares in issue during the year	**917 451 900**	**929 094 771**
Weighted average number of shares resulting from future dilutive potential shares	31 296 653	10 889 323
Adjusted weighted number of shares potentially in issue	**948 748 553**	**939 984 094**
Earnings per share – pence	**52.0**	**25.2**
Diluted earnings per share – pence	50.2	24.9
Adjusted earnings per share – pence	**55.1**	**28.9**
Diluted adjusted earnings per share – pence	53.2	28.5
Headline earnings per share – pence* **	**53.3**	**26.6**
Diluted headline earnings per share – pence***	51.6	26.3

* In accordance with IFRS, dividends attributable to equity holders are accounted for when a constructive liability arises i.e. on declaration by the Board of directors and approval by the shareholders where required. Investec is of the view that EPS is best reflected by adjusting for earnings that are attributed to equity instruments (other than ordinary shares) on an accrual basis and therefore adjusts the paid dividend on such instruments to accrued in arriving at adjusted EPS.

** Taxation on revaluation headline earnings adjustments amounted to £2.7 million (2021: £4.4 million) with an impact of £14.3 million (2021: £32.1 million) on earnings attributable to non-controlling interests. The amount includes property revaluations included in equity accounted earnings.

*** Headline earnings per share has been calculated and is disclosed in accordance with the JSE listing requirements, and in terms of circular 1/2021 issued by the South African Institute of Chartered Accountants.

^ Predominantly relates to disposal of associate.

SEGMENTAL INCOME STATEMENT – GEOGRAPHIC ANALYSIS

For the year to 31 March 2022 **£'000**	UK and Other	Southern Africa	**Total**
Net interest income	482 719	462 551	945 270
Net fee and commission income	495 315	322 901	818 216
Investment income	10 847	17 127	27 974
Share of post-taxation profit of associates and joint venture holdings	47 266	32 290	79 556
Trading income/(loss) arising from			
– customer flow	60 372	67 905	128 277
– balance sheet management and other trading activities	(7 104)	(14 024)	(21 128)
Other operating income	11 533	657	12 190
Total operating income before expected credit loss impairment charges	**1 100 948**	**889 407**	**1 990 355**
Expected credit loss impairment charges	(25 180)	(3 648)	(28 828)
Operating income	**1 075 768**	**885 759**	**1 961 527**
Operating costs	(775 866)	(458 082)	(1 233 948)
Operating profit before goodwill, acquired intangibles and strategic actions	**299 902**	**427 677**	**727 579**
Profit attributable to non-controlling interests	—	(40 170)	(40 170)
Adjusted operating profit	**299 902**	**387 507**	**687 409**
Impairment of goodwill	—	(1 962)	(1 962)
Amortisation of acquired intangibles	(12 936)	(2 541)	(15 477)
Amortisation of acquired intangibles of associates	(6 017)	(3 232)	(9 249)
Closure and rundown of the Hong Kong direct investments business	(1 203)	—	(1 203)
Implementation costs on distribution of associate to shareholders	(1 016)	(1 411)	(2 427)
Earnings attributable to shareholders before taxation	**278 730**	**378 361**	**657 091**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(37 612)	(105 697)	(143 309)
Taxation on acquired intangibles and strategic actions	1 678	744	2 422
Earnings attributable to shareholders	**242 796**	**273 408**	**516 204**
Selected returns and key statistics			
ROE (post-tax)	11.2%	11.7%	11.4%
Return on tangible equity (post-tax)	12.9%	11.7%	12.3%
Cost to income ratio	70.5%	53.9%	63.3%
Staff compensation to operating income	51.3%	39.0%	45.8%
Adjusted operating profit per employee (£'000)	87.4	87.5	87.4
Effective operational tax rate	14.9%	26.7%	22.1%
Total assets (£'million)	27 805	31 039	58 844

SEGMENTAL INCOME STATEMENT – GEOGRAPHIC ANALYSIS
CONTINUED

For the year to 31 March 2021 £'000	UK and Other	Southern Africa	Total
Net interest income	399 714	378 392	778 106
Net fee and commission income	488 523	260 355	748 878
Investment income	22 414	9 588	32 002
Share of post-taxation profit of associates and joint venture holdings	35 972	6 487	42 459
Trading income/(loss) arising from			
– customer flow	(11 025)	46 591	35 566
– balance sheet management and other trading activities	11 262	(30 165)	(18 903)
Other operating income	15 831	7 122	22 953
Total operating income before expected credit loss impairment charges	**962 691**	**678 370**	**1 641 061**
Expected credit loss impairment charges	(71 202)	(28 236)	(99 438)
Operating income	**891 489**	**650 134**	**1 541 623**
Operating costs	(766 367)	(398 146)	(1 164 513)
Operating profit before goodwill, acquired intangibles and strategic actions	**125 122**	**251 988**	**377 110**
Loss/(profit) attributable to non-controlling interests	861	(389)	472
Adjusted operating profit	**125 983**	**251 599**	**377 582**
Impairment of goodwill	(11 248)	(351)	(11 599)
Impairment of associates and joint venture holdings	—	(16 773)	(16 773)
Loss attributable to non-controlling interests relating to impairments of associates	—	9 126	9 126
Amortisation of acquired intangibles	(12 851)	(2 436)	(15 287)
Amortisation of acquired intangibles of associates	(6 017)	(3 251)	(9 268)
Closure and rundown of the Hong Kong direct investments business	7 386	—	7 386
Earnings attributable to shareholders before taxation	**103 253**	**237 914**	**341 167**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(24 243)	(50 296)	(74 539)
Taxation on acquired intangibles and strategic actions	1 029	683	1 712
Earnings attributable to shareholders	**80 039**	**188 301**	**268 340**
Selected returns and key statistics			
ROE (post-tax)	4.0%	9.4%	6.6%
Return on tangible equity (post-tax)	4.8%	9.5%	7.2%
Cost to income ratio	79.5%	58.7%	70.9%
Staff compensation to operating income	59.0%	44.1%	52.8%
Adjusted operating profit per employee (£'000)	33.8	56.7	46.2
Effective operational tax rate	27.2%	20.5%	22.3%
Total assets (£'million)	24 604	26 846	51 450

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS

For the year to 31 March 2022	UK and Other						
	Private Client						
		Specialist Banking					
£'000	Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**
Net interest income/(expense)	2 268	70 692	409 759	480 451	—	—	482 719
Net fee and commission income	344 029	1 556	149 730	151 286	—	—	495 315
Investment income/(loss)	(2)	816	10 033	10 849	—	—	10 847
Share of post-taxation profit of associates and joint venture holdings	—	—	13 879	13 879	33 387	—	47 266
Trading income/(loss) arising from							
– customer flow	1 194	2 228	56 950	59 178	—	—	60 372
– balance sheet management and other trading activities	(307)	2	(6 799)	(6 797)	—	—	(7 104)
Other operating income	—	—	11 533	11 533	—	—	11 533
Total operating income before expected credit loss impairment charges	**347 182**	**75 294**	**645 085**	**720 379**	**33 387**	**—**	**1 100 948**
Expected credit loss impairment charges	(5)	(2 432)	(22 743)	(25 175)	—	—	(25 180)
Operating income	**347 177**	**72 862**	**622 342**	**695 204**	**33 387**	**—**	**1 075 768**
Operating costs	(259 496)	(42 034)	(459 517)	(501 551)	—	(14 819)	(775 866)
Operating profit/(loss) before goodwill, acquired intangibles and strategic actions	**87 681**	**30 828**	**162 825**	**193 653**	**33 387**	**(14 819)**	**299 902**
Profit attributable to non-controlling interests	—	—	—	—	—	—	—
Operating profit/(loss) before goodwill, acquired intangibles and after non-controlling interests	**87 681**	**30 828**	**162 825**	**193 653**	**33 387**	**(14 819)**	**299 902**
Selected returns and key statistics							
ROE (post-tax)	30.0%	3.8%	12.6%	9.7%	14.9%	n/a	11.2%
Return on tangible equity (post-tax)	64.4%	3.8%	12.8%	9.8%	14.9%	n/a	12.9%
Cost to income ratio	74.7%	55.8%	71.2%	69.6%	n/a	n/a	70.5%
Total assets (£'million)	1 062	4 528	21 985	26 513	230	n/a	27 805

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS
CONTINUED

Southern Africa							
Private Client							
	Specialist Banking						
Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**	**Total Group**
4 372	274 895	221 456	496 351	(38 172)	—	462 551	945 270
101 286	56 194	115 361	171 555	50 060	—	322 901	818 216
622	15 967	(11 164)	4 803	11 702	—	17 127	27 974
—	117	254	371	31 919	—	32 290	79 556
(271)	—	47 945	47 945	20 231	—	67 905	128 277
611	(145)	135	(10)	(14 625)	—	(14 024)	(21 128)
10	3	644	647	—	—	657	12 190
106 630	**347 031**	**374 631**	**721 662**	**61 115**	**—**	**889 407**	**1 990 355**
—	17 843	(20 910)	(3 067)	(581)	—	(3 648)	(28 828)
106 630	**364 874**	**353 721**	**718 595**	**60 534**	**—**	**885 759**	**1 961 527**
(71 176)	(166 047)	(202 920)	(368 967)	(1 946)	(15 993)	(458 082)	(1 233 948)
35 454	**198 827**	**150 801**	**349 628**	**58 588**	**(15 993)**	**427 677**	**727 579**
—	—	(252)	(252)	(39 918)	—	(40 170)	(40 170)
35 454	**198 827**	**150 549**	**349 376**	**18 670**	**(15 993)**	**387 507**	**687 409**
73.6%	16.7%	8.2%	12.1%	6.2%	n/a	11.7%	11.4%
75.5%	16.7%	8.3%	12.1%	6.2%	n/a	11.7%	12.3%
66.8%	47.8%	54.2%	51.1%	n/a	n/a	53.9%	63.3%
205	11 629	17 533	29 162	1 672	n/a	31 039	58 844

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS
CONTINUED

	UK and Other						
	Private Client						
		Specialist Banking					
For the year to 31 March 2021 **£'000**	Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**
Net interest income/(expense)	2 296	34 664	362 754	397 418	—	—	399 714
Net fee and commission income	316 040	644	171 839	172 483	—	—	488 523
Investment income/(loss)	272	19	22 123	22 142	—	—	22 414
Share of post-taxation profit/(loss) of associates and joint venture holdings	—	—	10 830	10 830	25 142	—	35 972
Trading income/(loss) arising from							
– customer flow	920	1 196	(13 141)	(11 945)	—	—	(11 025)
– balance sheet management and other trading activities	(9)	13	11 258	11 271	—	—	11 262
Other operating income	—	—	15 831	15 831	—	—	15 831
Total operating income before expected credit loss impairment charges	**319 519**	**36 536**	**581 494**	**618 030**	**25 142**	**—**	**962 691**
Expected credit loss impairment charges	(4)	(1 515)	(69 683)	(71 198)	—	—	(71 202)
Operating income	**319 515**	**35 021**	**511 811**	**546 832**	**25 142**	**—**	**891 489**
Operating costs	(245 175)	(38 033)	(464 873)	(502 906)	—	(18 286)	(766 367)
Operating profit/(loss) before goodwill, acquired intangibles and strategic actions	**74 340**	**(3 012)**	**46 938**	**43 926**	**25 142**	**(18 286)**	**125 122**
Loss/(profit) attributable to non-controlling interests	—	—	861	861	—	—	861
Operating profit/(loss) before goodwill, acquired intangibles and after non-controlling interests	**74 340**	**(3 012)**	**47 799**	**44 787**	**25 142**	**(18 286)**	**125 983**
Selected returns and key statistics							
ROE (post-tax)	23.8%	(0.7%)	1.9%	1.2%	15.5%	n/a	4.0%
Return on tangible equity (post-tax)	56.6%	(0.7%)	1.9%	1.2%	15.5%	n/a	4.8%
Cost to income ratio	76.7%	104.1%	79.8%	81.3%	n/a	n/a	79.5%
Total assets (£'million)	959	3 338	20 070	23 408	237	n/a	24 604

SEGMENTAL INCOME STATEMENT – BUSINESS AND GEOGRAPHIC ANALYSIS
CONTINUED

Southern Africa							
Private Client							
	Specialist Banking						
Wealth & Investment	Private Banking	Corporate, Investment Banking and Other	**Total Specialist Banking**	Group Investments	Group Costs	**Total**	**Total Group**
3 552	218 806	199 329	418 135	(43 295)	—	378 392	778 106
78 589	45 377	91 049	136 426	45 340	—	260 355	748 878
1 461	933	(9 761)	(8 828)	16 955	—	9 588	32 002
—	(372)	(1 097)	(1 469)	7 956	—	6 487	42 459
7	(43)	36 659	36 616	9 968	—	46 591	35 566
39	32	(7 728)	(7 696)	(22 508)	—	(30 165)	(18 903)
1	7	7 114	7 121	—	—	7 122	22 953
83 649	**264 740**	**315 565**	**580 305**	**14 416**	**—**	**678 370**	**1 641 061**
—	(915)	(24 942)	(25 857)	(2 379)	—	(28 236)	(99 438)
83 649	**263 825**	**290 623**	**554 448**	**12 037**	**—**	**650 134**	**1 541 623**
(57 530)	(140 391)	(182 883)	(323 274)	(2 096)	(15 246)	(398 146)	(1 164 513)
26 119	**123 434**	**107 740**	**231 174**	**9 941**	**(15 246)**	**251 988**	**377 110**
—	—	309	309	(698)	—	(389)	472
26 119	**123 434**	**108 049**	**231 483**	**9 243**	**(15 246)**	**251 599**	**377 582**
64.1%	12.9%	8.0%	10.3%	2.9 %	n/a	9.4%	6.6%
67.9%	12.9%	8.1%	10.4%	2.9 %	n/a	9.5%	7.2%
68.8%	53.0%	57.9%	55.7%	15.3 %	n/a	58.7%	70.9%
312	10 335	14 575	24 910	1 624	n/a	26 846	51 450

SEGMENTAL ANALYSIS OF ASSETS AND LIABILITIES – GEOGRAPHIC ANALYSIS

At 31 March 2022 £'000	UK and Other	Southern Africa	Total
Assets			
Cash and balances at central banks	5 379 994	618 276	5 998 270
Loans and advances to banks	1 459 590	1 092 471	2 552 061
Non-sovereign and non-bank cash placements	—	684 983	684 983
Reverse repurchase agreements and cash collateral on securities borrowed	1 447 473	3 162 305	4 609 778
Sovereign debt securities	1 165 777	2 983 090	4 148 867
Bank debt securities	61 714	1 453 496	1 515 210
Other debt securities	427 761	801 526	1 229 287
Derivative financial instruments	692 975	924 265	1 617 240
Securities arising from trading activities	163 165	520 164	683 329
Investment portfolio	338 523	574 349	912 872
Loans and advances to customers	14 426 475	15 134 613	29 561 088
Own originated loans and advances to customers securitised	—	375 763	375 763
Other loans and advances	122 681	5 603	128 284
Other securitised assets	93 087	30 801	123 888
Interests in associated undertakings and joint venture holdings	296 951	437 483	734 434
Current taxation assets	33 448	205	33 653
Deferred taxation assets	110 377	148 993	259 370
Other assets	1 131 744	936 871	2 068 615
Property and equipment	155 055	180 365	335 420
Investment properties	—	820 555	820 555
Goodwill	249 836	8 568	258 404
Software	7 066	2 377	9 443
Other acquired intangible assets	40 807	3 345	44 152
Non-current assets classified as held for sale	—	79 229	79 229
	27 804 499	**30 979 696**	**58 784 195**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	—	59 549	59 549
	27 804 499	**31 039 245**	**58 843 744**
Liabilities			
Deposits by banks	2 022 679	1 155 989	3 178 668
Derivative financial instruments	859 922	1 677 381	2 537 303
Other trading liabilities	42 944	232 645	275 589
Repurchase agreements and cash collateral on securities lent	138 496	724 789	863 285
Customer accounts (deposits)	18 286 043	21 832 369	40 118 412
Debt securities in issue	1 648 177	395 463	2 043 640
Liabilities arising on securitisation of own originated loans and advances	—	238 370	238 370
Liabilities arising on securitisation of other assets	95 885	—	95 885
Current taxation liabilities	2 460	39 171	41 631
Deferred taxation liabilities	—	19 624	19 624
Other liabilities	1 368 868	946 973	2 315 841
	24 465 474	**27 262 774**	**51 728 248**
Liabilities to customers under investment contracts	—	56 475	56 475
Insurance liabilities, including unit-linked liabilities	—	3 074	3 074
	24 465 474	**27 322 323**	**51 787 797**
Subordinated liabilities	758 739	557 452	1 316 191
	25 224 213	**27 879 775**	**53 103 988**

SEGMENTAL ANALYSIS OF ASSETS AND LIABILITIES – GEOGRAPHIC ANALYSIS
CONTINUED

At 31 March 2021^ £'000	UK and Other	Southern Africa	Total
Assets			
Cash and balances at central banks	3 043 034	474 066	3 517 100
Loans and advances to banks	1 374 154	1 263 282	2 637 436
Non-sovereign and non-bank cash placements	—	439 841	439 841
Reverse repurchase agreements and cash collateral on securities borrowed	2 065 232	1 510 481	3 575 713
Sovereign debt securities	1 108 253	2 603 370	3 711 623
Bank debt securities	48 044	1 073 686	1 121 730
Other debt securities	669 403	694 832	1 364 235
Derivative financial instruments	772 501	942 242	1 714 743
Securities arising from trading activities	278 074	746 597	1 024 671
Investment portfolio	355 974	553 076	909 050
Loans and advances to customers	12 335 837	13 705 250	26 041 087
Own originated loans and advances to customers securitised	—	401 912	401 912
Other loans and advances	93 233	8 902	102 135
Other securitised assets	111 676	28 411	140 087
Interests in associated undertakings and joint venture holdings	295 313	383 844	679 157
Current taxation assets	58 174	2 151	60 325
Deferred taxation assets	110 750	135 872	246 622
Other assets	1 388 431	777 007	2 165 438
Property and equipment	185 502	144 470	329 972
Investment properties	—	832 061	832 061
Goodwill	249 836	9 969	259 805
Software	7 791	4 783	12 574
Other acquired intangible assets	53 281	5 687	58 968
Non-current assets classified as held for sale	—	51 783	51 783
	24 604 493	**26 793 575**	**51 398 068**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	—	52 405	52 405
	24 604 493	**26 845 980**	**51 450 473**
Liabilities			
Deposits by banks	1 320 675	1 083 037	2 403 712
Derivative financial instruments	906 001	1 284 486	2 190 487
Other trading liabilities	49 055	277 134	326 189
Repurchase agreements and cash collateral on securities lent	139 014	864 298	1 003 312
Customer accounts (deposits)	16 070 313	18 379 117	34 449 430
Debt securities in issue	1 573 450	318 869	1 892 319
Liabilities arising on securitisation of own originated loans and advances	—	160 646	160 646
Liabilities arising on securitisation of other assets	108 281	—	108 281
Current taxation liabilities	36 862	41 928	78 790
Deferred taxation liabilities	19 984	20 349	40 333
Other liabilities	1 199 285	751 837	1 951 122
	21 422 920	**23 181 701**	**44 604 621**
Liabilities to customers under investment contracts	—	49 798	49 798
Insurance liabilities, including unit-linked liabilities	—	2 607	2 607
	21 422 920	**23 234 106**	**44 657 026**
Subordinated liabilities	771 481	709 470	1 480 951
	22 194 401	**23 943 576**	**46 137 977**

^ Restated as detailed on page 64.

Financial review

IN THIS SECTION

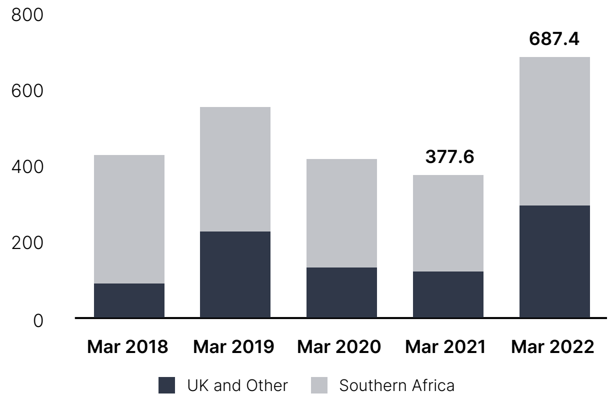
PERFORMANCE IN REVIEW

We have a diversified business model

We have built a solid international platform, with diversified revenue streams and geographic diversity

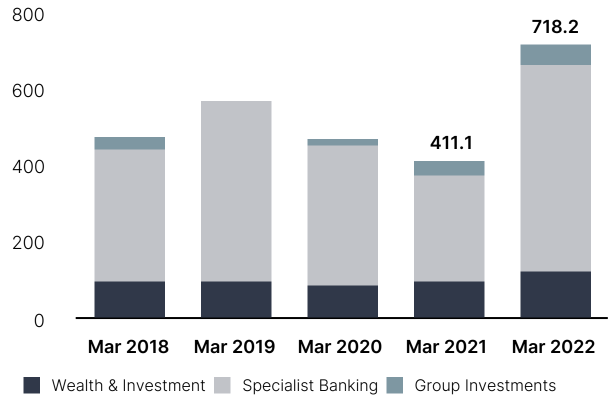
Adjusted operating profit (including Group Costs)

£'million



Adjusted operating profit (excluding Group Costs)

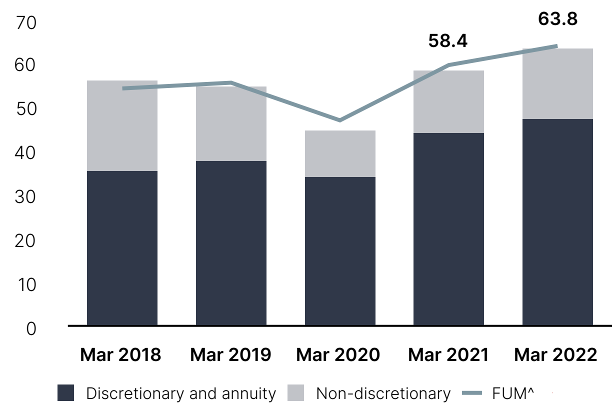
£'million



We continue to grow our key earnings drivers, underpinned by our resilient client franchises

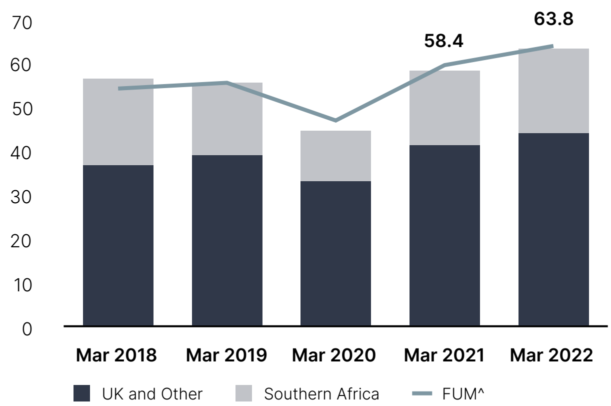
Funds under management by type

£'billion



Funds under management by geography

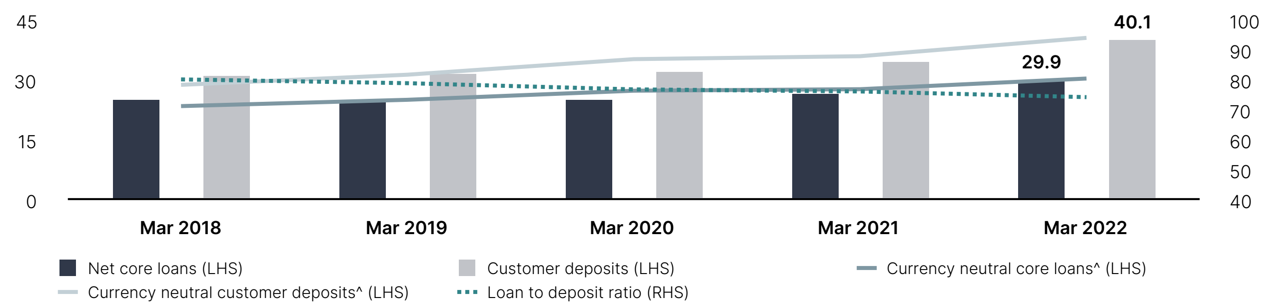
£'billion



Core loans and customer deposits

£'billion

Percentage

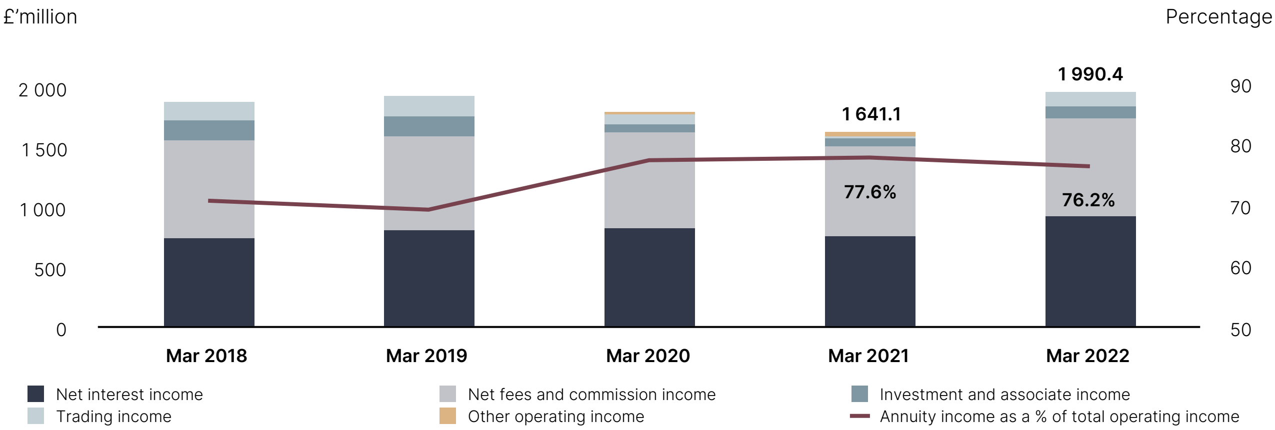


^ This trend line is shown on a currency neutral basis using the closing Rand: Pound Sterling exchange rate applicable at 31 March 2022.

PERFORMANCE IN REVIEW
CONTINUED

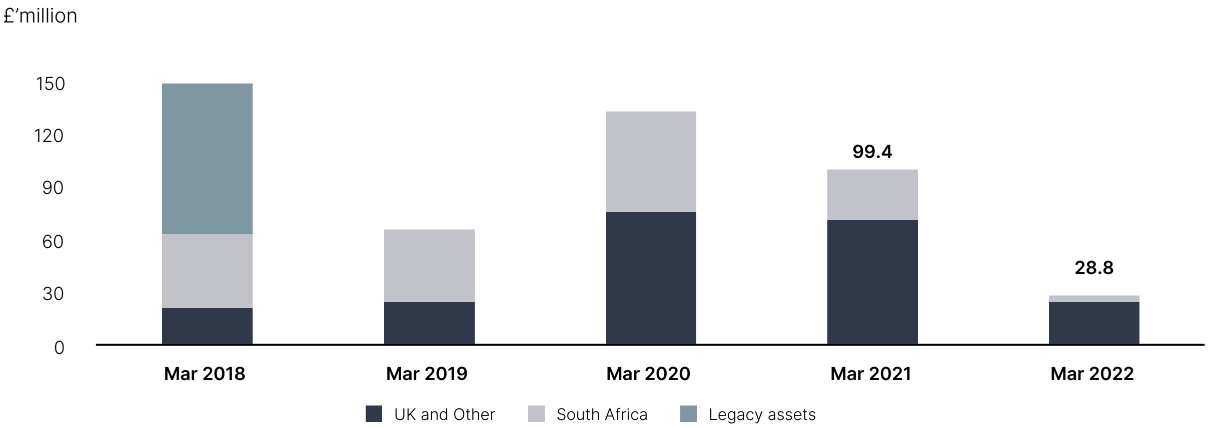
Revenue supported by strong performance from client franchises and improved market conditions

Total operating income



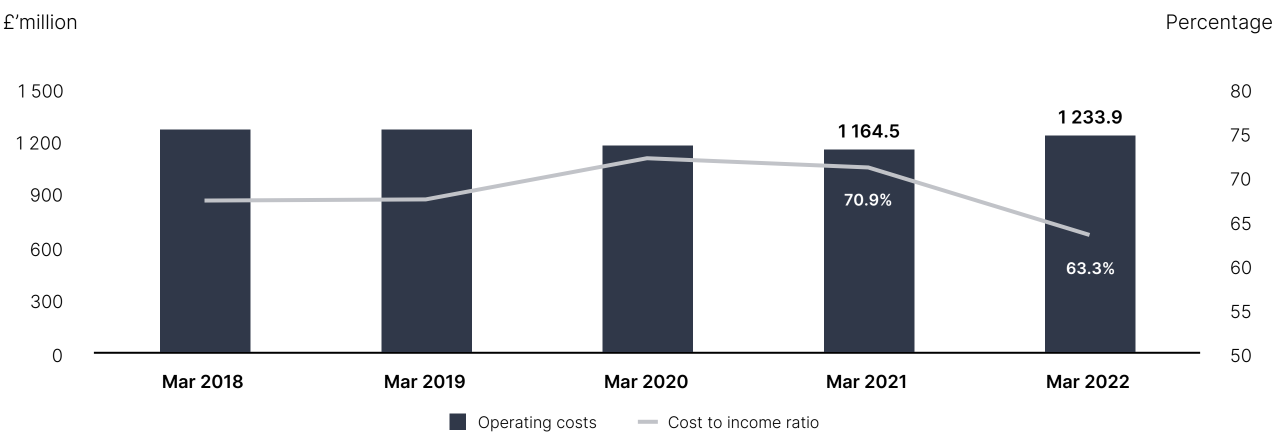
Significantly lower credit losses reflect improved macro-economic outlook and robust asset quality in the current period

Expected credit loss impairment charges



Cost to income ratio improved as a result of cost discipline and higher revenue growth

Operating costs and cost to income ratio



PERFORMANCE IN REVIEW
CONTINUED

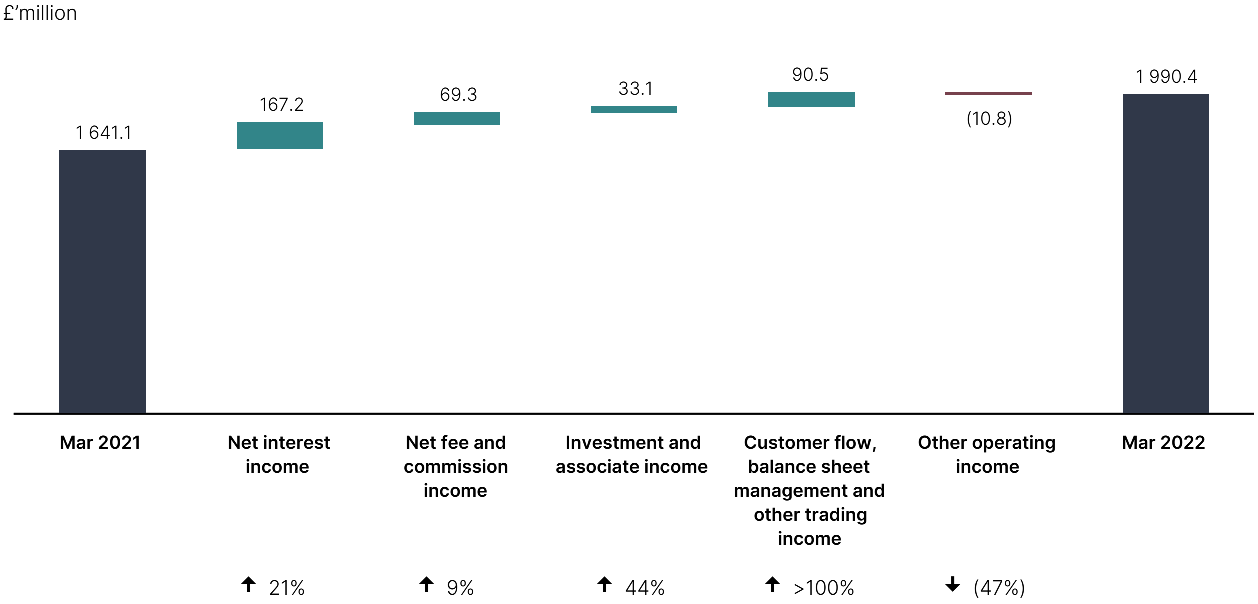
Income statement analysis

The overview that follows highlights the main reasons for the variance in the major category line items on the face of the income statement during the financial year under review.

Further details on the key income drivers and significant variances in the various components of our operating income, expenses and profit can be found in the divisional review section on pages 66 to 94.

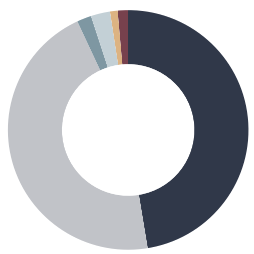
1. Total operating income before expected credit loss impairment charges
Total operating income before expected credit loss impairment charges increased 21.3% to £1 990.4 million (2021: £1 641.1 million).

A breakdown of total operating income before expected credit loss impairment charges by geography and division for the year under review can be found in our segmental disclosures on pages 34 to 41.



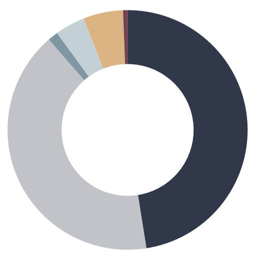
Percentage contribution to total operating income before expected credit loss impairment charges

31 March 2021
£1 641.1 million total operating income before expected credit loss impairment charges



£'000	31 March 2021	% of total
Net interest income	778 106	47%
Net fee and commission income	748 878	46%
Investment income	32 002	2%
Share of post-taxation profit of associates and joint venture holdings	42 459	3%
Trading income arising from customer flow, balance sheet management and other trading activities	16 663	1%
Other operating income	22 953	1%
Total operating income before ECL impairment charges	**1 641 061**	**100%**

31 March 2022
£1 990.4 million total operating income before expected credit loss impairment charges



£'000	31 March 2022	% of total
Net interest income	945 270	48%
Net fee and commission income	818 216	41%
Investment income	27 974	1%
Share of post-taxation profit of associates and joint venture holdings	79 556	4%
Trading income arising from customer flow, balance sheet management and other trading activities	107 149	5%
Other operating income	12 190	1%
Total operating income before ECL impairment charges	**1 990 355**	**100%**

PERFORMANCE IN REVIEW
CONTINUED

2. Net interest income

Net interest income increased by 21.5% to £945.3 million (2021: £778.1 million).

Factors driving the variance over the period:

Favourable:

- Higher average interest earning assets, including average loan book growth
- Lower funding costs as liabilities repriced post rate cuts
- Excess liquidity deployed into higher-yielding loans

Unfavourable:

- Higher repayments in certain areas of the South African corporate lending portfolio
- Lower average yield earned on cash, near cash and bank debt and sovereign debt
- Loss of income following Australian loan book exit

		UK and Other			Southern Africa			Total	
For the year to 31 March 2022 £'000	Notes	Average balance sheet value	Interest income	Average yield	Average balance sheet value	Interest income	Average yield	**Average balance sheet value**	**Interest income**
Cash, near cash and bank debt and sovereign debt securities	1	8 071 461	24 441	0.30%	8 339 200	264 377	3.31%	16 410 661	288 818
Core loans	2	13 435 691	624 516	4.65%	14 505 948	932 626	6.71%	27 941 639	1 557 142
Private Client		4 013 304	123 740	3.08%	10 843 207	673 590	6.48%	14 856 511	797 330
Corporate, Investment Banking and Other		9 422 387	500 776	5.31%	3 662 741	259 036	7.38%	13 085 128	759 812
Other debt securities and other loans and advances		609 114	18 047	2.96%	788 092	30 067	3.98%	1 397 206	48 114
Other	3	233 801	51 442	n/a	25 528	5 693	n/a	259 329	57 135
Total interest-earning assets		**22 350 067**	**718 446**		**23 658 768**	**1 232 763**		**46 008 835**	**1 951 209**

		UK and Other			Southern Africa			Total	
For the year to 31 March 2022 £'000	Notes	Average balance sheet value	Interest expense	Average yield	Average balance sheet value	Interest expense	Average yield	**Average balance sheet value**	**Interest expense**
Deposits by banks and other debt-related securities	4	3 308 178	(32 971)	1.00%	2 090 804	(58 415)	2.99%	5 398 982	(91 386)
Customer accounts (deposits)		16 761 883	(93 235)	0.56%	19 729 284	(651 198)	3.53%	36 491 167	(744 433)
Subordinated liabilities		870 954	(49 497)	5.68%	632 612	(38 614)	6.53%	1 503 566	(88 111)
Other	5	363 193	(60 024)	n/a	131 534	(21 985)	n/a	494 727	(82 009)
Total interest-bearing liabilities		**21 304 208**	**(235 727)**		**22 584 234**	**(770 212)**		**43 888 442**	**(1 005 939)**
Net interest income			**482 719**			**462 551**			**945 270**
Net interest margin			**2.16%**			**1.95%****			

The average balance sheet value and average yield for Southern Africa have been determined in Rands. The average balance sheet value shown above has been translated using the average Rand: Pound sterling exchange rate for the period of R20.28 (2021: R21.33).

1. Comprises (as per the balance sheet) cash and balances at central banks; loans and advances to banks; non-sovereign and non-bank cash placements; reverse repurchase agreements and cash collateral on securities borrowed; sovereign debt securities and bank debt securities.
2. Comprises (as per the balance sheet) loans and advances to customers; own originated loans and advances to customers securitised.
3. Comprises (as per the balance sheet) other securitised assets, finance lease receivables as well as interest income from derivative financial instruments and off-balance sheet assets where there is no associated balance sheet value.
4. Comprises (as per the balance sheet) deposits by banks; debt securities in issue; repurchase agreements and cash collateral on securities lent.
5. Comprises (as per the balance sheet) liabilities arising on securitisation of own originated loans and advances, finance lease liabilities as well as interest expense from derivative financial instruments where there is no associated balance sheet value.

** Impacted by debt funding issued by the Investec Property Fund in which the Group has a 24.31%) interest. Excluding this debt funding cost, the net interest margin amounted to 2.07%.

PERFORMANCE IN REVIEW
CONTINUED

For the year to 31 March 2021 £'000	Notes	UK and Other Average balance sheet value	UK and Other Interest income	UK and Other Average yield	Southern Africa Average balance sheet value	Southern Africa Interest income	Southern Africa Average yield	Total Average balance sheet value	Total Interest income
Cash, near cash and bank debt and sovereign debt securities	1	7 699 932	27 785	0.36%	7 796 968	252 532	3.28%	15 496 900	280 317
Core loans	2	12 170 562	579 809	4.76%	13 405 872	916 459	6.93%	25 576 434	1 496 268
Private client		2 873 101	84 191	2.93%	9 683 900	628 595	6.58%	12 557 001	712 786
Corporate, Investment Banking and Other		9 297 461	495 618	5.33%	3 721 972	287 864	7.84%	13 019 433	783 482
Other debt securities and other loans and advances		851 397	34 207	4.02%	759 892	41 571	5.55%	1 611 289	75 778
Other	3	287 831	59 419	n/a	14 476	10 517	n/a	302 307	69 936
Total interest-earning assets		**21 009 722**	**701 220**		**21 977 208**	**1 221 079**		**42 986 930**	**1 922 299**

For the year to 31 March 2021 £'000	Notes	UK and Other Average balance sheet value	UK and Other Interest expense	UK and Other Average yield	Southern Africa Average balance sheet value	Southern Africa Interest expense	Southern Africa Average yield	Total Average balance sheet value	Total Interest expense
Deposits by banks and other debt-related securities	4	3 098 976	(44 378)	1.43%	3 324 792	(94 908)	2.92%	6 423 768	(139 286)
Customer accounts (deposits)		16 020 789	(131 233)	0.82%	16 577 774	(686 686)	4.06%	32 598 563	(817 919)
Subordinated liabilities		789 555	(48 145)	6.10%	655 582	(43 746)	6.81%	1 445 137	(91 891)
Other	5	436 350	(77 750)	n/a	128 539	(17 347)	n/a	564 889	(95 097)
Total interest-bearing liabilities		**20 345 670**	**(301 506)**		**20 686 687**	**(842 687)**		**41 032 357**	**(1 144 193)**
Net interest income			**399 714**			**378 392**			**778 106**
Net interest margin			**1.90%**			**1.71%****			

The average balance sheet value and average yield for Southern Africa have been determined in Rands. The average balance sheet value shown above has been translated using the average Rand: Pound sterling exchange rate for the period of R21.33.

1. Comprises (as per the balance sheet) cash and balances at central banks; loans and advances to banks; non-sovereign and non-bank cash placements; reverse repurchase agreements and cash collateral on securities borrowed; sovereign debt securities and bank debt securities.
2. Comprises (as per the balance sheet) loans and advances to customers; own originated loans and advances to customers securitised.
3. Comprises (as per the balance sheet) other securitised assets, finance lease receivables as well as interest income from derivative financial instruments and off-balance sheet assets where there is no associated balance sheet value.
4. Comprises (as per the balance sheet) deposits by banks; debt securities in issue; repurchase agreements and cash collateral on securities lent.
5. Comprises (as per the balance sheet) liabilities arising on securitisation of own originated loans and advances, finance lease liabilities as well as interest expense from derivative financial instruments where there is no associated balance sheet value.

** Impacted by debt funding issued by the Investec Property Fund in which the Group has a 24.31% interest. Excluding this debt funding cost, the net interest margin amounted to 1.84%.

PERFORMANCE IN REVIEW
CONTINUED

3. Net fee and commission income

Net fee and commission income increased 9.3% to £818.2 million (2021: £748.9 million).

Factors driving the variance over the period:

Favourable:
- Higher lending fees due to increased origination activity
- Increased client activity and trading volumes as COVID-19 restrictions eased
- Higher average FUM, supported by net inflows, market recovery and investment performance

Unfavourable:
- Loss of fee income following exit of Australian business
- Non-repeat of exceptional transaction volumes seen in the prior period for UK Wealth & Investment
- Lower equity capital markets activity in the UK from a higher base in the prior year

For the year to 31 March 2022 **£'000**	UK and Other	Southern Africa	**Total**
Wealth & Investment net fee and commission income	**344 029**	**101 286**	**445 315**
Fund management fees/fees for funds under management	301 950	55 697	357 647
Private client transactional fees*	42 735	47 351	90 086
Fee and commission expense	(656)	(1 762)	(2 418)
Specialist Banking net fee and commission income	**151 286**	**171 555**	**322 841**
Specialist Banking fee and commission income**	165 543	197 544	363 087
Specialist Banking fee and commission expense	(14 257)	(25 989)	(40 246)
Group Investments net fee and commission income	**—**	**50 060**	**50 060**
Group Investments fee and commission income	—	53 819	53 819
Group Investments fee and commission expense	—	(3 759)	(3 759)
Net fee and commission income	**495 315**	**322 901**	**818 216**
Annuity fees (net of fees payable)	318 389	253 049	571 438
Deal fees	176 926	69 852	246 778

For the year to 31 March 2021 **£'000**	UK and Other	Southern Africa	**Total**
Wealth & Investment net fee and commission income	**316 040**	**78 589**	**394 629**
Fund management fees/fees for funds under management	267 381	43 854	311 235
Private client transactional fees*	49 432	36 535	85 967
Fee and commission expense	(773)	(1 800)	(2 573)
Specialist Banking net fee and commission income	**172 483**	**136 426**	**308 909**
Specialist Banking fee and commission income**	184 981	159 686	344 667
Specialist Banking fee and commission expense	(12 498)	(23 260)	(35 758)
Group Investments net fee and commission income	**—**	**45 340**	**45 340**
Group Investments fee and commission income	—	49 284	49 284
Group Investments fee and commission expense	—	(3 944)	(3 944)
Net fee and commission income	**488 523**	**260 355**	**748 878**
Annuity fees (net of fees payable)	284 745	211 316	496 061
Deal fees	203 778	49 039	252 817

* Trust and fiduciary fees amounted to £0.4 million (2021: £0.4 million) and are included in Private client transactional fees.

** Included in Specialist Banking is fee and commission income of £72.1 million (2021: £63.7 million) for operating lease income which is out of the scope of IFRS 15 – Revenue from contracts with customers.

PERFORMANCE IN REVIEW
CONTINUED

Total funds under management

£'million	31 March 2022	31 March 2021	% change
Wealth & Investment	**63 376**	**58 039**	**9.2%**
UK and Other	**44 419**	**41 684**	**6.6%**
Discretionary	37 215	35 207	5.7%
Non-discretionary	7 204	6 477	11.2%
Southern Africa	**18 957**	**16 355**	**15.9%**
Discretionary and annuity assets	9 756	8 587	13.6%
Non-discretionary	9 201	7 768	18.4%
Specialist Banking	**424**	**397**	**6.8%**
	63 800	**58 436**	**9.2%**

PERFORMANCE IN REVIEW
CONTINUED

4. Investment income

Investment income decreased 12.6% to £28.0 million (2021: £32.0 million).

Factors driving the variance over the period:

Favourable:

- Higher dividend income and profit share realisations in South Africa
- Fair value adjustments on certain unlisted assets
- Lower investment property write-downs

Unfavourable:

- Write downs on certain unlisted investments
- Loss of income from investment in IAPF and non-repeat of gain on disposal of IAPF management company sold in the second half of the prior financial year
- Non-repeat of mark-to-market gains on listed equities and fair value gains on certain unlisted assets in the prior period

The following tables analyse investment income generated by the asset portfolio shown on the balance sheet:

For the year to 31 March 2022 £'000	Listed equities	Unlisted equities*	Fair value loan investments	Warrants and profit shares	Investment portfolio	Debt securities (sovereign, bank and other)	Investment and trading properties	Other	Total
UK and Other									
Realised	2 414	18 028	—	552	20 994	512	(4 383)	11 866	28 989
Unrealised^	(4 169)	2 350	—	1 176	(643)	(457)	4 274	(29 901)	(26 727)
Dividend income	37	6 667	—	—	6 704	—	—	213	6 917
Funding and other net related income	—	—	—	—	—	—	1 668	—	1 668
	(1 718)	**27 045**	**—**	**1 728**	**27 055**	**55**	**1 559**	**(17 822)**	**10 847**
Southern Africa									
Realised	414	1 993	5 149	8 383	15 939	2 990	2 087	19 100	40 116
Unrealised^	1 078	(31 209)*	10 910	—	(19 221)	589	(25 536)	2 288	(41 880)
Dividend income	1 344	10 782*	—	—	12 126	—	—	323	12 449
Funding and other net related (costs)/income	—	(1 078)	—	—	(1 078)	—	7 520	—	6 442
	2 836	**(19 512)**	**16 059**	**8 383**	**7 766**	**3 579**	**(15 929)**	**21 711**	**17 127**
Investment income	**1 118**	**7 533**	**16 059**	**10 111**	**34 821**	**3 634**	**(14 370)**	**3 889**	**27 974**

For the year to 31 March 2021 £'000	Listed equities	Unlisted equities	Fair value loan investments	Warrants and profit shares	Investment portfolio	Debt securities (sovereign, bank and other)	Investment and trading properties	Other	Total
UK and Other									
Realised	9 367	971	—	13	10 351	6 121	(1 755)	23 165	37 882
Unrealised^	6 449	7 485	—	(35)	13 899	(2 967)	(3 141)	(29 489)	(21 698)
Dividend income	21	3 906	—	—	3 927	—	—	—	3 927
Funding and other net related income	—	—	—	—	—	—	2 303	—	2 303
	15 837	**12 362**	**—**	**(22)**	**28 177**	**3 154**	**(2 593)**	**(6 324)**	**22 414**
Southern Africa									
Realised	14 380	(2 191)	—	2 451	14 640	2 985	1 287	16 018	34 930
Unrealised^	4 583	(6 374)	18 386	2	16 597	(907)	(46 736)	(8 347)	(39 393)
Dividend income	5 722	4 688	—	—	10 410	—	—	50	10 460
Funding and other net related income/(costs)	—	(1 145)	—	—	(1 145)	—	4 736	—	3 591
	24 685	**(5 022)**	**18 386**	**2 453**	**40 502**	**2 078**	**(40 713)**	**7 721**	**9 588**
Investment income	**40 522**	**7 340**	**18 386**	**2 431**	**68 679**	**5 232**	**(43 306)**	**1 397**	**32 002**

^ In a year of realisation, any prior period mark-to-market gains/(losses) recognised are reversed in the unrealised line item.
* Includes dividend income and unrealised fair value gains from unlisted equities classified as non-current assets held for sale.

PERFORMANCE IN REVIEW
CONTINUED

5. Interests in associated undertakings and joint venture holdings
Share of post-taxation profit of associates and joint venture holdings of £79.6 million (2021: £42.5 million) primarily reflects earnings in relation to the Group's investments in Ninety One and the IEP Group.

Factors driving the variance over the period:

Favourable:
- Higher earnings from the Group's 25% holding in Ninety One
- Significantly higher earnings from the IEP Group as trading recovered following COVID-19 related lockdowns
- Non-repeat of prior period losses in IPF's UK associate investment

6. Trading income
Trading income arising from customer flow increased to £128.3 million (2021: £35.6 million).

Factors driving the variance over the period:

Favourable:
- Immaterial risk management and risk reduction costs associated with the UK structured products book (compared to costs of £93 million in the prior year) due to risk mitigation strategies and improving markets
- Increased client trading activity across the equity, FX and interest rate desks in South Africa
- Favourable fair value adjustments related to hedge positions in IPF, which include interest rate swaps, cross currency swaps and foreign exchange contracts

Unfavourable:
- In the UK, benign market conditions and resultant lower volatility for most of the year (compared to the prior year) had a negative impact on trading turnover

Net trading losses arising from balance sheet management and other trading activities were £21.1 million (2021: net loss of £18.9 million).

Factors driving the variance over the period:

Favourable:
- Lower negative FX revaluations on Euro-denominated investments in IPF
- Fair value gains on derivative instruments in IPF, which include interest rate swaps, cross currency swaps and foreign exchange contracts

Unfavourable:
- Upfront loss on the buyback of Investec plc senior notes
- Non-repeat of prior year gains which followed extreme COVID-19 related volatility
- Non-repeat of prior year gains on interest rate swaps in South Africa

7. Other operating income
Other operating income of £12.2 million (2021: £23.0 million) primarily reflects the fair value movements of the Ninety One shares held in the Group's staff share scheme as a result of the demerger and separate listing of Ninety One, whereby shareholders received one Ninety One share for every two Investec shares held. These shares are reflected on the Group's balance sheet in Other assets. The corresponding liability is reflected in Other liabilities with changes in the value of the liability expensed through staff costs in operating costs.

PERFORMANCE IN REVIEW
CONTINUED

8. Expected credit loss (ECL) impairment charges

Total ECL impairment charges decreased by 71.0% to £28.8 million (2021: £99.4 million) resulting in a credit loss ratio of 0.08% (2021: 0.35%; 1H2022: 0.07%). Asset quality remains strong, with exposures to a carefully defined target market and well covered by collateral. The decrease in ECL was driven by limited default experience, good recoveries, and reversals of certain Stage 3 ECLs raised in the prior year as exposures cured. Given the uncertain economic outlook, the Group has maintained a level of post-model management overlays to account for risks assessed as inadequately reflected in the models. There was a net release of management overlays during the year of £2.9 million.

Refer to page 97 for further information on the macro-economic scenarios underpinning the Group's ECL impairment charges and page 99 for information on the Group's asset quality.

£'000	**31 March 2022**	31 March 2021	Variance	% change
UK and Other	(25 180)	(71 202)	46 022	(64.6%)
Southern Africa	(3 648)	(28 236)	24 588	(87.1%)
ECL impairment charges	**(28 828)**	**(99 438)**	**70 610**	**(71.0%)**
ECL impairment charges in home currency				
Southern Africa (R'million)	**(63)**	**(621)**	**558**	**(89.9%)**

£'000	**31 March 2022**	31 March 2021
ECL impairment charges are recognised on the following assets:		
Loans and advances to customers	(22 524)	(88 470)
Own originated loans and advances to customers securitised	(89)	(407)
Core loans	**(22 613)**	**(88 877)**
Other loans and advances	(9)	70
Other balance sheet assets	(6 884)	(4 780)
Off-balance sheet commitments and guarantees	678	(5 851)
ECL impairment charges	**(28 828)**	**(99 438)**

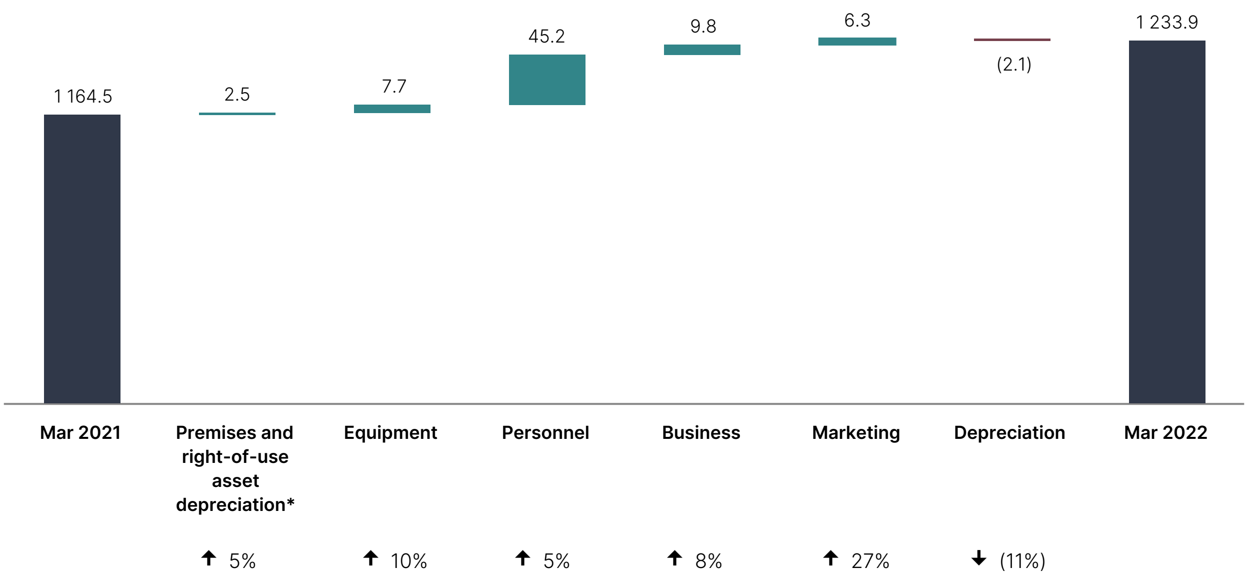
PERFORMANCE IN REVIEW
CONTINUED

9. Operating costs

Operating costs increased by 6.0% to £1 233.9 million (2021: £1 164.5 million). Fixed operating expenditure was well contained, increasing by 1.1%. The increase was primarily driven by higher variable remuneration given improved business performance, partly offset by the non-repeat of one-off costs associated with restructures (including related redundancies) and the closure of operations in Australia in the prior year. The cost to income ratio improved to 63.3% from 70.9% in the prior year. Group Costs decreased by 8.1% to £30.8 million (2021: £33.5 million).

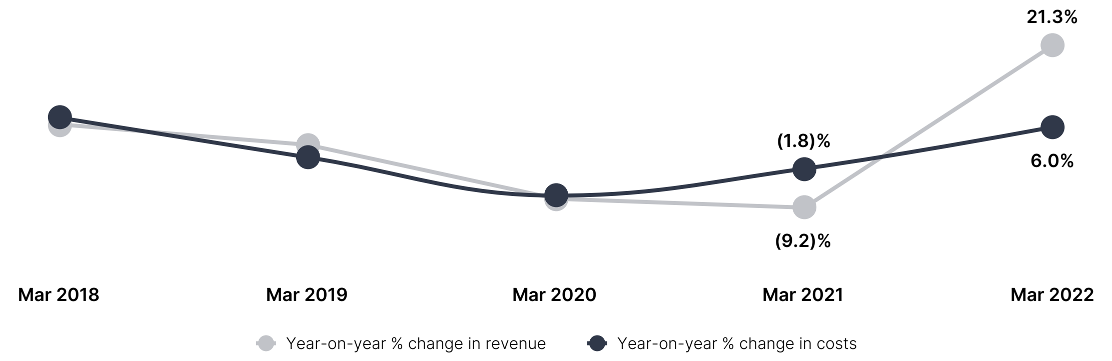
Operating costs

£'million



* Right-of-use depreciation predominantly relates to buildings.

Revenue growth is ahead of cost growth, resulting in positive jaws



PERFORMANCE IN REVIEW
CONTINUED

The following tables set out information on total operating costs by business and geography for the period under review.

£'000	31 March 2022	31 March 2021	Variance	% change
Wealth & Investment	(330 672)	(302 705)	(27 967)	9.2%
Private Banking	(208 081)	(178 424)	(29 657)	16.6%
Corporate, Investment Banking and Other	(662 437)	(647 756)	(14 681)	2.3%
Group Investments	(1 946)	(2 096)	150	(7.2%)
Group costs	(30 812)	(33 532)	2 720	(8.1%)
Total operating costs	**(1 233 948)**	**(1 164 513)**	**(69 435)**	**6.0%**

£'000	31 March 2022	31 March 2021	Variance	% change
UK and Other	(775 866)	(766 367)	(9 499)	1.2%
Southern Africa	(458 082)	(398 146)	(59 936)	15.1%
Total operating costs	**(1 233 948)**	**(1 164 513)**	**(69 435)**	**6.0%**

£'000	31 March 2022	% of total operating costs	31 March 2021	% of total operating costs	% change
Staff costs	(911 734)	73.9%	(866 558)	74.4%	5.2%
Salaries and wages	(467 712)	37.9%	(499 543)	42.9%	(6.4%)
Variable remuneration	(279 779)	22.7%	(220 696)	19.0%	26.8%
Share-based payments expense	(45 648)	3.7%	(42 763)	3.7%	6.7%
Pension and provident fund contributions	(46 894)	3.8%	(44 905)	3.9%	4.4%
Other	(71 701)	5.8%	(58 651)	5.0%	22.3%
Business expenses	(134 952)	10.9%	(125 184)	10.7%	7.8%
Equipment expenses (excluding depreciation)	(84 532)	6.9%	(76 830)	6.6%	10.0%
Premises expenses	(56 032)	4.5%	(53 505)	4.6%	4.7%
Premises expenses (excluding depreciation)	(24 567)	2.0%	(24 301)	2.1%	1.1%
Premises depreciation	(31 465)	2.5%	(29 204)	2.5%	7.7%
Marketing expenses	(30 007)	2.4%	(23 681)	2.0%	26.7%
Depreciation, amortisation and impairment on property, equipment and intangibles	(16 691)	1.4%	(18 755)	1.6%	(11.0%)
Total operating costs	**(1 233 948)**	**100.0%**	**(1 164 513)**	**100.0%**	**6.0%**

Of which IT costs and headcount:

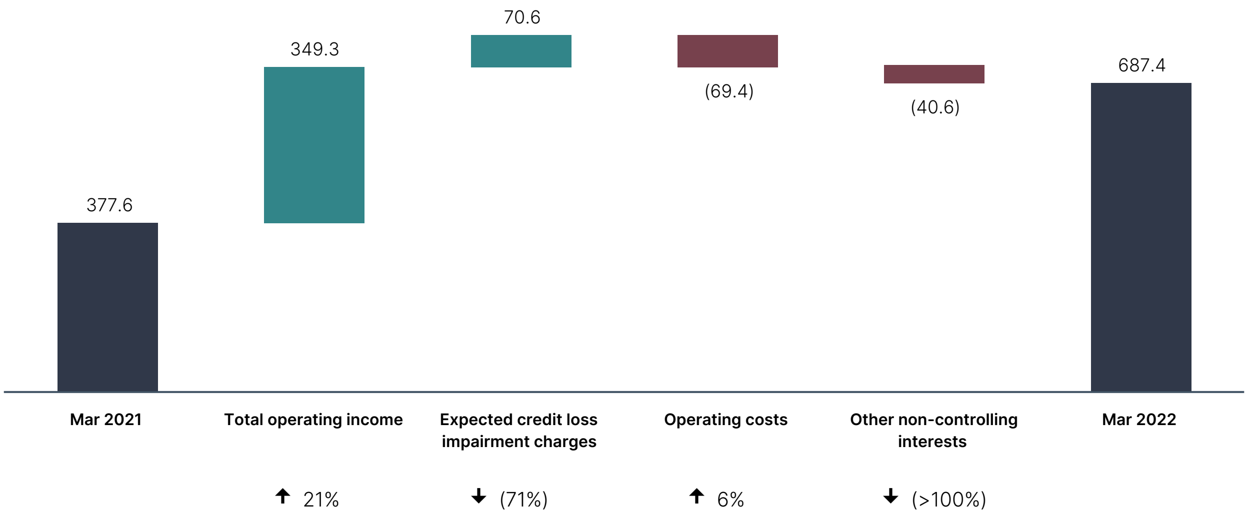
£'000	31 March 2022	31 March 2021	Variance	% change
Staff costs	(114 423)	(111 601)	(2 822)	2.5%
Equipment expenses (excluding depreciation)	(84 289)	(75 080)	(9 209)	12.3%
Depreciation on equipment	(15 336)	(16 860)	1 524	(9.0%)
Other	(166)	(2 370)	2 204	(93.0%)
Total IT costs	**(214 214)**	**(205 911)**	**(8 303)**	**4.0%**
Headcount	**1 732**	**1 563**	**169**	**10.8%**

PERFORMANCE IN REVIEW
CONTINUED

Adjusted operating profit

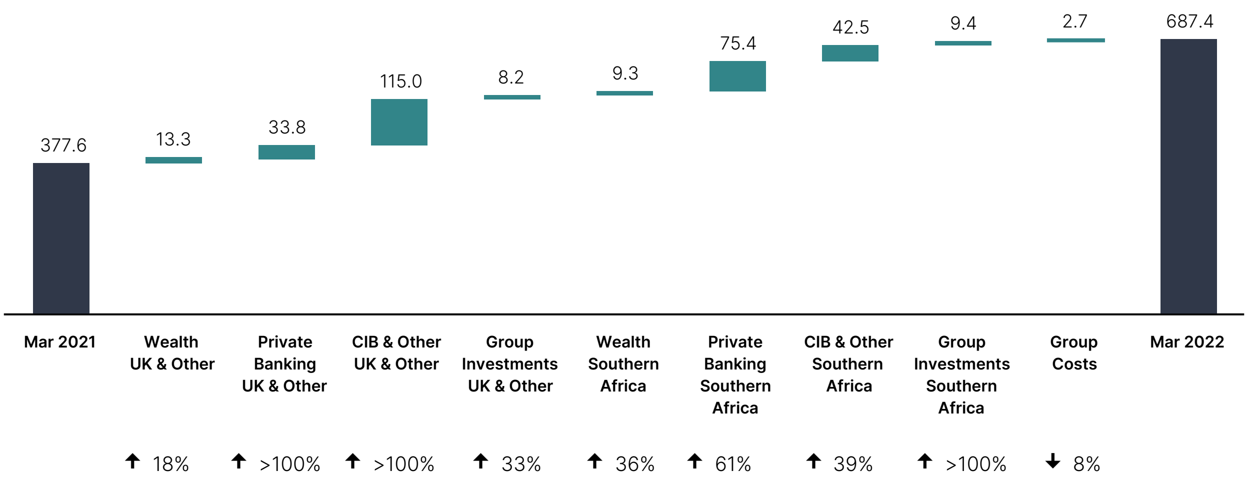
As a result of the foregoing factors, adjusted operating profit increased by 82.1% from £377.6 million to £687.4 million.

£'million



Adjusted operating profit by business and geography

£'million



PERFORMANCE IN REVIEW
CONTINUED

Adjusted operating profit

The following tables set out information on adjusted operating profit by geography and by division for the period under review.

For the year to 31 March 2022 £'000	Wealth & Investment (Private Client)	Private Banking (Private Client / Specialist Banking)	Corporate, Investment Banking and Other (Specialist Banking)	Group Investments	Group Costs	Total Group	% change	% of total
UK and Other	87 681	30 828	162 825	33 387	(14 819)	299 902	138.0%	43.6%
Southern Africa	35 454	198 827	150 549	18 670	(15 993)	387 507	54.0%	56.4%
Adjusted operating profit	**123 135**	**229 655**	**313 374**	**52 057**	**(30 812)**	**687 409**	**82.1%**	**100.0%**
Non-controlling interest*						40 170		
Adjusted operating profit before non-controlling interests						**727 579**		
% change	**22.6%**	**90.7%**	**101.1%**	**51.4%**	**(8.1%)**	**82.1%**		
% of total	**17.9%**	**33.4%**	**45.6%**	**7.6%**	**(4.5%)**	**100.0%**		

For the year to 31 March 2021 £'000	Wealth & Investment (Private Client)	Private Banking (Private Client / Specialist Banking)	Corporate, Investment Banking and Other (Specialist Banking)	Group Investments	Group Costs	Total Group	% of total
UK and Other	74 340	(3 012)	47 799	25 142	(18 286)	125 983	33.4%
Southern Africa	26 119	123 434	108 049	9 243	(15 246)	251 599	66.6%
Adjusted operating profit	**100 459**	**120 422**	**155 848**	**34 385**	**(33 532)**	**377 582**	**100.0%**
Non-controlling interest*						(472)	
Adjusted operating profit before non-controlling interests						**377 110**	
% of total	**26.6%**	**31.9%**	**41.3%**	**9.1%**	**(8.9%)**	**100.0%**	

* Profit/(loss) attributable to non-controlling interests predominantly relates to the Investec Property Fund Limited.

PERFORMANCE IN REVIEW
CONTINUED

Number of employees

By division	31 March 2022	31 March 2021
Wealth & Investment		
UK and Other	1 405	1 330
Southern Africa	396	389
Total	**1 801**	**1 719**
Specialist Banking		
UK and Other	2 045	2 157
Southern Africa	4 071	4 013
Total	**6 116**	**6 170**
Total number of permanent employees	**7 917**	**7 889**
Temporary employees and contractors	419	355
Total number of employees	**8 336**	**8 244**

Adjusted operating profit per employee

By division	Wealth & Investment	Specialist Banking
Number of permanent employees – 31 March 2022	**1 801**	**6 116**
Number of permanent employees – 31 March 2021	1 719	6 170
Number of permanent employees – 31 March 2020	1 777	6 578
Average permanent employees – year to 31 March 2022	**1 770**	**6 092**
Average permanent employees – year to 31 March 2021	1 749	6 415
Adjusted operating profit# – year to 31 March 2022	**123 135**	**543 029**
Adjusted operating profit# – year to 31 March 2021	100 459	276 270
Adjusted operating profit per employee^ – year to 31 March 2022 (£'000)	**69.6**	**89.1**
Adjusted operating profit per employee^ – year to 31 March 2021 (£'000)	57.4*	43.1*

Adjusted operating profit excluding Group Costs.
^ Based on average number of permanent employees over the period.
* In the prior year these ratios were calculated using average total employees and were disclosed as 55.6 and 41.3, respectively.

By geography	UK and Other	Southern Africa	Total
Number of permanent employees – 31 March 2022	**3 450**	**4 467**	**7 917**
Number of permanent employees – 31 March 2021	3 487	4 402	7 889
Number of permanent employees – 31 March 2020	3 872	4 483	8 355
Average permanent employees – year to 31 March 2022	**3 432**	**4 430**	**7 862**
Average permanent employees – year to 31 March 2021	3 729	4 435	8 164
Adjusted operating profit – year to 31 March 2022	**299 902**	**387 507**	**687 409**
Adjusted operating profit – year to 31 March 2021	125 983	251 599	377 582
Adjusted operating profit per employee^ – year to 31 March 2022 (£'000)	**87.4**	**87.5**	**87.4**
Adjusted operating profit per employee^ – year to 31 March 2021 (£'000)	33.8**	56.7**	46.2**

^ Based on average number of permanent employees over the period.
** In the prior year these ratios were calculated using average total employees and were disclosed as 33.8, 52.7 and 44.5, respectively.

PERFORMANCE IN REVIEW
CONTINUED

10. Goodwill and intangible assets

Amortisation of acquired intangibles of £15.5 million (2021: £15.3 million) relates mainly to the amortisation of amounts attributable to client relationships in the Wealth & Investment business, while amortisation of acquired intangibles of associates of £9.2 million (2021: £9.3 million) predominantly relates to the amortisation of amounts attributable to client relationships included in the carrying value of the Ninety One investment in associate on the balance sheet.

Other balance sheet movements in goodwill and acquired intangibles since 31 March 2021 relate predominantly to the goodwill write-off of a historical acquisition in the South African wealth business.

Goodwill and other acquired intangible assets analysis by geography and line of business

£'000	31 March 2022	31 March 2021
UK and Other	**249 836**	**249 836**
Wealth & Investment	236 319	236 319
Specialist Banking	13 517	13 517
Southern Africa	**8 568**	**9 969**
Wealth & Investment	—	1 774
Specialist Banking	8 568	8 195
Other acquired intangible assets	**44 152**	**58 968**
Wealth & Investment	44 146	56 619
Specialist Banking	6	2 349
Goodwill and other acquired intangible assets	**302 556**	**318 773**

11. Taxation

The taxation charge on operating profit before goodwill, acquired intangibles and strategic actions was £143.3 million (2021: £74.5 million), resulting in an effective tax rate of 22.1% (2021: 22.3%). In the UK, the lower effective tax rate of 14.9% (2021: 27.2%) was driven by higher deferred tax assets on the back of higher enacted tax rates. In South Africa, the higher rate of 26.7% (2021: 20.5%) was largely driven by the impairment of certain deferred tax assets.

	Effective tax rates				
	31 March 2022	31 March 2021	31 March 2022 £'000	31 March 2021 £'000	% change
UK and Other	14.9%	27.2%	(37 612)	(24 243)	55.1%
Southern Africa	26.7%	20.5%	(105 697)	(50 296)	110.2%
Taxation	**22.1%**	**22.3%**	**(143 309)**	**(74 539)**	**92.3%**

Net asset value per share

NAV per share increased 11.4% to 5.1 pence and TNAV per share (which excludes goodwill and other acquired intangible assets) increased 12.5% to 4.8 pence mainly due to an increase in retained earnings. The Group's net asset value per share and net tangible asset value per share are reflected in the table below.

£'000	31 March 2022	31 March 2021
Ordinary shareholders' equity/net asset value	**4 616 832**	**4 234 997**
Less: goodwill and intangible assets (excluding software)	(302 556)	(318 773)
Tangible ordinary shareholders' equity/net tangible asset value	**4 314 276**	**3 916 224**
Number of shares in issue (million)	1 006.5	1 015.0
Treasury shares (million)	(101.3)	(90.4)
Number of shares in issue for this calculation (million)	**905.2**	**924.6**
Net asset value per share (pence)	**510.0**	**458.0**
Tangible net asset value per share (pence)	**476.6**	**423.6**

PERFORMANCE IN REVIEW
CONTINUED

Return on risk-weighted assets

The Group's return on risk-weighted assets is reflected in the table below.

	31 March 2022	31 March 2021	Average risk-weighted assets	31 March 2020*	Average risk-weighted assets
Adjusted earnings attributable to ordinary shareholders (£'000)	**505 167**	**268 269**		**320 650**	
Investec plc risk-weighted assets (£'million)	16 980	16 332	16 656	16 285	16 308
Investec Limited risk-weighted assets (£'million)	16 587	17 244	16 915	15 247	16 246
Total risk-weighted assets (£'million)	**33 567**	**33 576**	**33 571**	**31 532**	**32 554**
Return on risk-weighted assets	**1.50%**	**0.82%**		**1.01%**	
Investec Limited risk-weighted assets (R'million)	319 048	351 125	335 087	337 755	344 440

* For 31 March 2020, risk-weighted assets reflected above exclude the risk-weighted assets relating to the asset management business which was demerged in March 2020, and therefore differ to the risk-weighted assets as reported.

Return on equity

£'000	31 March 2022	31 March 2021	Average	31 March 2020	Average
Ordinary shareholders' equity	**4 616 832**	**4 234 997**	**4 425 915**	**3 862 305**	**4 048 651**
Goodwill and other acquired intangible assets	(302 556)	(318 773)	(310 665)	(342 282)	(330 528)
Tangible ordinary shareholders' equity	**4 314 276**	**3 916 224**	**4 115 250**	**3 520 023**	**3 718 123**

£'000	31 March 2022	31 March 2021
Operating profit before goodwill, acquired intangibles and strategic actions	727 579	377 110
Non-controlling interests	(40 170)	472
Earnings attributable to perpetual preference and Other Additional Tier 1 security holders (other equity holders)	(38 933)	(34 774)
Adjusted earnings (pre-tax)	**648 476**	**342 808**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(143 309)	(74 539)
Adjusted earnings attributable to ordinary shareholders	**505 167**	**268 269**
Pre-tax return on average shareholders' equity (pre-tax ROE)	14.7%	8.5%
Post-tax return on average shareholders' equity (post-tax ROE)	**11.4%**	**6.6%**
Pre-tax return on average tangible shareholders' equity (pre-tax ROTE)	15.8%	9.2%
Post-tax return on average tangible shareholders' equity (post-tax ROTE)	**12.3%**	**7.2%**

PERFORMANCE IN REVIEW
CONTINUED

Return on equity by geography

£'000	UK and Other	Southern Africa	Total
Operating profit before goodwill, acquired intangibles and strategic actions	299 902	427 677	727 579
Non-controlling interests	—	(40 170)	(40 170)
Earnings attributable to other equity holders	(17 250)	(21 683)	(38 933)
Adjusted earnings (pre-tax)	**282 652**	**365 824**	**648 476**
Taxation on operating profit before goodwill, acquired intangibles and strategic actions	(37 612)	(105 697)	(143 309)
Adjusted earnings attributable to ordinary shareholders – 31 March 2022	**245 040**	**260 127**	**505 167**
Adjusted earnings attributable to ordinary shareholders – 31 March 2021	84 514	183 755	268 269
Ordinary shareholders' equity – 31 March 2022	**2 278 772**	**2 338 060**	**4 616 832**
Goodwill and other acquired intangible assets	(290 643)	(11 913)	(302 556)
Tangible ordinary shareholders' equity – 31 March 2022	**1 988 129**	**2 326 147**	**4 314 276**
Ordinary shareholders' equity – 31 March 2021	**2 109 588**	**2 125 409**	**4 234 997**
Goodwill and other acquired intangible assets	(303 117)	(15 656)	(318 773)
Tangible ordinary shareholders' equity – 31 March 2021	**1 806 471**	**2 109 753**	**3 916 224**
Average ordinary shareholders' equity – 31 March 2022	**2 194 180**	**2 231 735**	**4 425 915**
Average ordinary shareholders' equity – 31 March 2021	2 093 275	1 955 376	4 048 651
Average tangible ordinary shareholders' equity – 31 March 2022	**1 897 300**	**2 217 950**	**4 115 250**
Average tangible ordinary shareholders' equity – 31 March 2021	1 779 068	1 939 055	3 718 123
Post-tax ROE – 31 March 2022	**11.2%**	**11.7%**	**11.4%**
Post-tax ROE – 31 March 2021	4.0%	9.4%	6.6%
Post-tax ROTE – 31 March 2022	**12.9%**	**11.7%**	**12.3%**
Post-tax ROTE – 31 March 2021	4.8%	9.5%	7.2%
Pre-tax ROTE – 31 March 2022	**12.9%**	**16.4%**	**14.7%**
Pre-tax ROTE – 31 March 2021	5.2%	12.0%	8.5%
Pre-tax ROTE – 31 March 2022	**14.9%**	**16.5%**	**15.8%**
Pre-tax ROTE – 31 March 2021	6.1%	12.1%	9.2%

PERFORMANCE IN REVIEW
CONTINUED

Return on equity by business and geography#

£'000	Specialist Banking UK and Other			Specialist Banking Southern Africa			Group Investments		
	Private Banking	Corporate, Investment Banking & Other	Total	Private Banking	Corporate, Investment Banking & Other	Total	UK and Other	Southern Africa	Total
Adjusted operating profit	**30 828**	**162 825**	**193 653**	**198 827**	**150 549**	**349 376**	**33 387**	**18 670**	**52 057**
Notional return on regulatory capital	574	(971)	(397)	971	(2 277)	(1 306)	—	—	—
Notional cost of statutory capital	—	485	485	(5 189)	5 189	—	—	—	—
Cost of subordinated debt	(3 347)	3 771	424	(4 528)	4 898	370	—	—	—
Earnings attributable to other equity holders	(4 289)	(12 418)	(16 707)	(5 803)	(15 561)	(21 364)	—	—	—
Adjusted earnings (pre-tax) – 2022	**23 766**	**153 692**	**177 458**	**184 278**	**142 798**	**327 076**	**33 387**	**18 670**	**52 057**
Tax on operating profit before goodwill, acquired intangibles and strategic actions	(4 516)	(19 169)	(23 685)	(40 541)	(59 540)	(100 081)	—	966	966
Adjusted earnings attributable to ordinary shareholders – 2022	**19 250**	**134 523**	**153 773**	**143 737**	**83 258**	**226 995**	**33 387**	**19 636**	**53 023**
Adjusted earnings (pre-tax) – 2021	**(3 455)**	**33 932**	**30 477**	**122 992**	**90 303**	**213 295**	**25 142**	**9 243**	**34 385**
Adjusted earnings attributable to ordinary shareholders – 2021	**(2 799)**	**20 985**	**18 186**	**98 394**	**69 457**	**167 851**	**25 142**	**8 567**	**33 709**
Ordinary shareholders' equity – 31 March 2022	**573 565**	**1 086 301**	**1 659 866**	**921 440**	**1 043 710**	**1 965 150**	**222 278**	**338 691**	**560 969**
Goodwill and other acquired intangible assets	—	(13 517)	(13 517)	—	(11 913)	(11 913)	—	—	—
Tangible ordinary shareholders' equity – 31 March 2022	**573 565**	**1 072 784**	**1 646 349**	**921 440**	**1 031 797**	**1 953 237**	**222 278**	**338 691**	**560 969**
Ordinary shareholders' equity – 31 March 2021	445 261	1 049 852	1 495 113	801 171	997 112	1 798 283	227 194	290 773	517 967
Goodwill and other acquired intangible assets	—	(13 518)	(13 518)	—	(13 882)	(13 882)	—	—	—
Tangible ordinary shareholders' equity – 31 March 2021	445 261	1 036 334	1 481 595	801 171	983 230	1 784 401	227 194	290 773	517 967
Average ordinary shareholders' equity – 2022	**509 414**	**1 068 077**	**1 577 491**	**861 306**	**1 020 411**	**1 881 717**	**224 734**	**314 732**	**539 466**
Average ordinary shareholders' equity – 2021	418 546	1 118 363	1 536 909	765 118	868 868	1 633 986	162 417	290 929	453 346
Average tangible ordinary shareholders' equity – 2022	**509 413**	**1 054 559**	**1 563 972**	**861 305**	**1 007 514**	**1 868 819**	**224 736**	**314 732**	**539 468**
Average tangible ordinary shareholders' equity – 2021	418 544	1 099 171	1 517 715	765 118	854 249	1 619 367	162 417	290 929	453 346
Pre-tax ROE – 2022	**4.7%**	**14.4%**	**11.2%**	**21.4%**	**14.0%**	**17.4%**	**14.9%**	**5.9%**	**9.6%**
Pre-tax ROE – 2021	(0.8%)	3.0%	2.0%	16.1%	10.4%	13.1%	15.5%	3.2%	7.6%
Post-tax ROE – 2022	**3.8%**	**12.6%**	**9.7%**	**16.7%**	**8.2%**	**12.1%**	**14.9%**	**6.2%**	**9.8%**
Post-tax ROE – 2021	(0.7%)	1.9%	1.2%	12.9%	8.0%	10.3%	15.5%	2.9%	7.4%
Pre-tax ROTE – 2022	**4.7%**	**14.6%**	**11.3%**	**21.4%**	**14.2%**	**17.5%**	**14.9%**	**5.9%**	**9.6%**
Pre-tax ROTE – 2021	(0.8%)	3.1%	2.0%	16.1%	10.6%	13.2%	15.5%	3.2%	7.6%
Post-tax ROTE – 2022	**3.8%**	**12.8%**	**9.8%**	**16.7%**	**8.3%**	**12.1%**	**14.9%**	**6.2%**	**9.8%**
Post-tax ROTE – 2021	(0.7%)	1.9%	1.2%	12.9%	8.1%	10.4%	15.5%	2.9%	7.4%

The return on equity by business is based on the level of internal capital required by each business, inclusive of an allocation of any surplus capital held by Group.
The operating profit is adjusted to reflect a capital structure that includes common equity, Additional Tier 1 capital instruments and subordinated debt.

^ Wealth & Investment is consistent with the Group computation, except for an adjustment of £159.1 million between ordinary shareholders' funds and goodwill, which represents historical accounting gains with a corresponding effective increase in goodwill and intangible assets. These gains were excluded from Group adjusted earnings.

PERFORMANCE IN REVIEW
CONTINUED

Wealth & Investment			Group costs			Wealth & Investment goodwill adjustment^			Total Group		
UK and Other	Southern Africa	Total	UK and Other	Southern Africa	Total	UK and Other	Southern Africa	Total	UK and Other	Southern Africa	Total
87 681	**35 454**	**123 135**	**(14 819)**	**(15 993)**	**(30 812)**	**—**	**—**	**—**	**299 902**	**387 507**	**687 409**
397	1 306	1 703	—	—	—	—	—	—	—	—	—
(485)	—	(485)	—	—	—	—	—	—	—	—	—
(424)	(370)	(794)	—	—	—	—	—	—	—	—	—
(543)	(319)	(862)	—	—	—	—	—	—	(17 250)	(21 683)	(38 933)
86 626	**36 071**	**122 697**	**(14 819)**	**(15 993)**	**(30 812)**	**—**	**—**	**—**	**282 652**	**365 824**	**648 476**
(16 743)	(10 100)	(26 843)	2 816	3 518	6 334	—	—	—	(37 612)	(105 697)	(143 309)
69 883	**25 971**	**95 854**	**(12 003)**	**(12 475)**	**(24 478)**	**—**	**—**	**—**	**245 040**	**260 127**	**505 167**
71 424	**26 759**	**98 183**	**(18 286)**	**(15 246)**	**(33 532)**	**—**	**—**	**—**	**108 757**	**234 051**	**342 808**
55 998	**19 534**	**75 532**	**(14 812)**	**(12 197)**	**(27 009)**	**—**	**—**	**—**	**84 514**	**183 755**	**268 269**
237 578	**34 219**	**271 797**	**—**	**—**	**—**	**159 050**	**—**	**159 050**	**2 278 772**	**2 338 060**	**4 616 832**
(118 076)	—	(118 076)	—	—	—	(159 050)	—	(159 050)	(290 643)	(11 913)	(302 556)
119 502	**34 219**	**153 721**	**—**	**—**	**—**	**—**	**—**	**—**	**1 988 129**	**2 326 147**	**4 314 276**
228 231	36 353	264 584	—	—	—	159 050	—	159 050	2 109 588	2 125 409	4 234 997
(130 549)	(1 774)	(132 323)	—	—	—	(159 050)	—	(159 050)	(303 117)	(15 656)	(318 773)
97 682	34 579	132 261	—	—	—	—	—	—	1 806 471	2 109 753	3 916 224
232 905	**35 286**	**268 191**	**—**	**—**	**—**	**159 050**	**—**	**159 050**	**2 194 180**	**2 231 735**	**4 425 915**
234 899	30 461	265 360	—	—	—	159 050	—	159 050	2 093 275	1 955 376	4 048 651
108 592	**34 399**	**142 991**	**—**	**—**	**—**	**—**	**—**	**—**	**1 897 300**	**2 217 950**	**4 115 250**
98 936	28 759	127 695						—	1 779 068	1 939 055	3 718 123
37.2%	**102.2%**	**45.7%**						**—**	**12.9%**	**16.4%**	**14.7%**
30.4%	87.8%	37.0%						—	5.2%	12.0%	8.5%
30.0%	**73.6%**	**35.7%**						**—**	**11.2%**	**11.7%**	**11.4%**
23.8%	64.1%	28.5%						—	4.0%	9.4%	6.6%
79.8%	**104.9%**	**85.8%**						**—**	**14.9%**	**16.5%**	**15.8%**
72.2%	93.0%	76.9%						—	6.1%	12.1%	9.2%
64.4%	**75.5%**	**67.0%**						**—**	**12.9%**	**11.7%**	**12.3%**
56.6%	67.9%	59.2%						—	4.8%	9.5%	7.2%

RESTATEMENTS

Balance sheet restatements

Loans and advances to banks and other liabilities
As at 31 March 2021, there was a gross up on balance sheet in loans and advances to banks and other liabilities as a result of client funds being recorded on balance sheet. The prior year balance sheet has been restated to correct the gross up previously reported. This change has no impact on the Income Statement.

The impact of this change on the 31 March 2021 and 31 March 2020 balance sheet is:

£'000	At 31 March 2021 as previously reported	Restatement	At 31 March 2021 restated
Assets			
Loans and advances to banks	2 699 317	(61 881)	2 637 436
Total assets	51 512 354	(61 881)	51 450 473
Liabilities			
Other liabilities	2 013 003	(61 881)	1 951 122
Total liabilities	46 199 858	(61 881)	46 137 977

£'000	At 31 March 2020 as previously reported	Restatement	At 31 March 2020 restated
Assets			
Loans and advances to banks	2 666 851	(13 093)	2 653 758
Total assets	50 557 732	(13 093)	50 544 639
Liabilities			
Other liabilities	2 211 487	(13 093)	2 198 394
Total liabilities	45 660 100	(13 093)	45 647 007

The impact of this change on the 31 March 2021 cash flow statement is:

£'000	Year to 31 March 2021 as previously reported	Restatement	Year to 31 March 2021 restated
Net cash outflow from operating activities	(557 837)	(48 788)	**(606 625)**
Cash and cash equivalents at the beginning of the year	7 096 530	(13 093)	**7 083 437**
Cash and cash equivalents at the end of the year	6 551 511	(61 881)	**6 489 630**

Contingent liabilities

Investec Bank plc ("Investec") has been notified by the Office of the Public Prosecutor in Cologne, Germany, that it and certain of its current and former employees may be involved in possible charges relating to historical involvement in German dividend tax arbitrage transactions (known as cum-ex transactions). Investigations are ongoing and no formal proceeding have been issued against Investec by the Office of the Public Prosecutor. Whilst no formal proceedings have been issued against Investec by the Office of the Public Prosecutor, a provision was previously raised to reflect the potential financial outflows that could arise as a result of this matter. In addition, subsequent to the year end date, Investec received certain enquiries in respect of client tax reclaims for the periods 2010-2011 relating to the historical German dividend arbitrage transactions from the German Federal Tax Office (FTO) in Bonn. The FTO has provided limited information and Investec has sought further information and clarification. Given the lack of information, it is not possible for Investec to reliably estimate the potential liability, if any, in relation to this matter.

Investec is cooperating with the German authorities and continues to conduct its own internal investigation into the matters in question. There are factual issues to be resolved which may have legal consequences including financial penalties. In relation to potential civil claims; whilst Investec is not a claimant nor a defendant to any civil claims in respect of cum-ex transactions, Investec has received third party notices in relation to two civil proceedings in Germany and may elect to join the proceedings as a third party participant. Investec has itself served third party notices on various participants to these historic transactions in order to preserve statute of limitation on any potential future claims that Investec may seek to bring against those parties, should Investec incur any liability in the future. Investec has also entered into standstill agreements with some third parties in order to suspend the limitation period in respect of the potential civil claims. While Investec is not a claimant nor a defendant to any civil claims at this stage, it cannot rule out the possibility of civil claims by or against Investec in future in relation to the relevant transactions. The Group has not provided further disclosure with respect to these historical dividend arbitrage transactions because it has concluded that such disclosure may be expected to seriously prejudice its outcome.

RESTATEMENTS
CONTINUED

Events after the reporting date

On 18 March 2022, a circular was published noting the proposed distribution of 15% of the issued Ninety One DLC shares to Investec ordinary shareholders reducing the Investec holding from 25% to 10%.

As at 31 March 2022, a Section 46 ruling was still to be obtained from the South African Revenue Service stipulating the tax consequences of the distribution in South Africa, as well as the outcome of the shareholder vote that was scheduled to take place on 28 April 2022.

The Section 46 ruling was obtained on 20 April 2022 and a SENS and RNS announcement was published to shareholders to inform them of the outcome of the ruling as it was considered information that could have an impact on the vote of an ordinary shareholder.

On 28 April 2022, the General meeting was concluded with a vote in favour of the distribution. The distribution is expected to be effective on 30 May 2022. The distribution was classified as a non-adjusting event after the reporting date as defined by IAS 10 Events after the Reporting Period.

Divisional review

IN THIS SECTION

UK AND OTHER

We provide our clients with a diversified, combined and integrated banking and wealth management offering in the UK with extensive depth and breadth of products and services.

We've built our business by working in partnership with our clients, taking the time to understand their unique needs and aspirations. This approach allows us to deliver Out of the Ordinary service to private, institutional and corporate clients alike.

Highlights

Funds under management
£44.4bn
(2021: £41.7bn)

Net core loans
£14.4bn
(2021: £12.3bn)

Customer deposits
£18.3bn
(2021: £16.1bn)

Adjusted operating profit
£299.9mn
(2021: £126.0mn)

Cost to income
70.5%
(2021: 79.5%)

ROE post tax
11.2%
(2021: 4.0%)

What we do

Private client offering

Wealth & Investment

Investment and savings

Pensions and retirement

Financial planning

Private Banking

Lending

Private Capital

Transactional banking

Savings

Foreign exchange

Corporate client offering

Corporate and Investment Banking

Lending

Advice

Hedging

Cash – deposits and savings

Equity placement

Target market

Private client offering

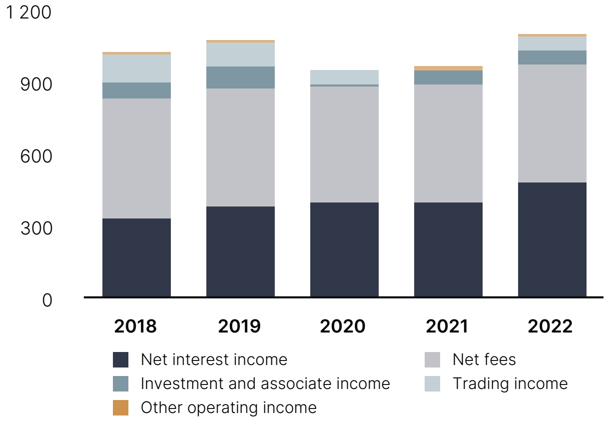
- Individuals with > £250k minimum investable amount
- Charities
- Trusts
- High net worth active wealth creators (with >£300k annual income and > £3mn NAV)

Corporate client offering

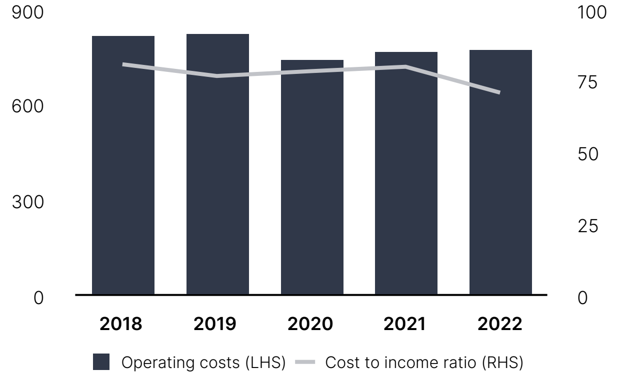
- Corporates
- Private equity
- Institutions
- Intermediaries
- Government

UK AND OTHER
CONTINUED

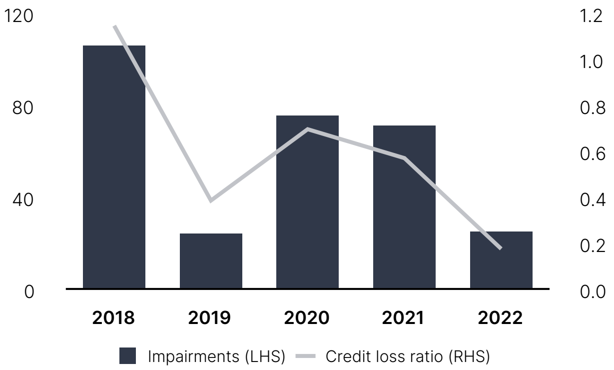
Operating income
£'million



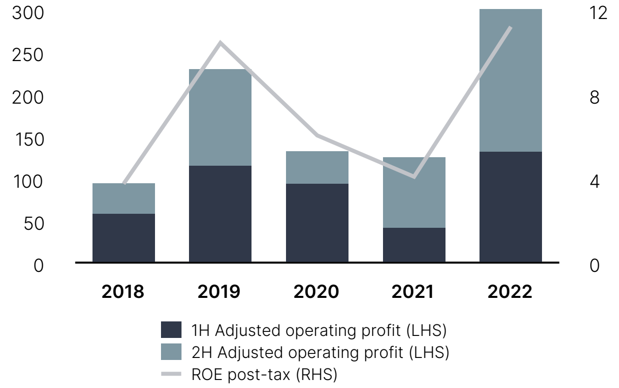
Operating costs
£'million



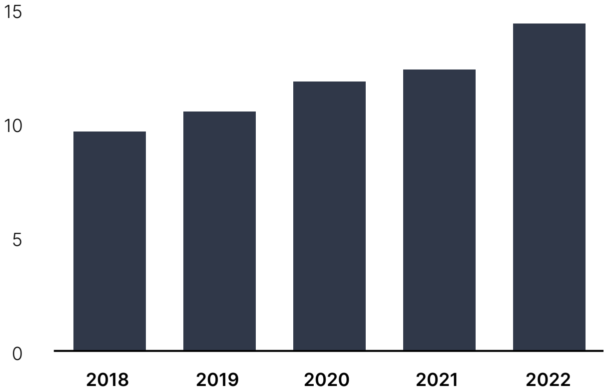
Expected credit loss impairment charges
£'million



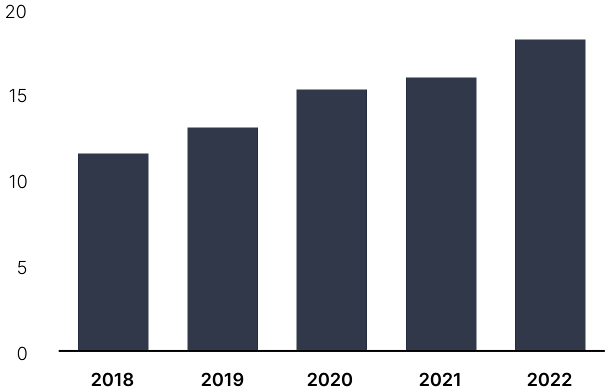
Adjusted operating profit and ROE
£'million



Net core loans
£'billion



Total customer deposits
£'billion



Note: Figures on this page for comparative years relate to continuing operations.

WEALTH & INVESTMENT

Business head

Ciaran Whelan

Awards

Won 'Best UK Wealth Planning Team' and 'Best Diversity and Inclusion in Wealth Management' at the 2022 Wealth Briefing European Awards

Retained Defacto Gold rating for DFM Services

With over £44 billion of FUM, we are one of the UK's largest wealth and investment managers.

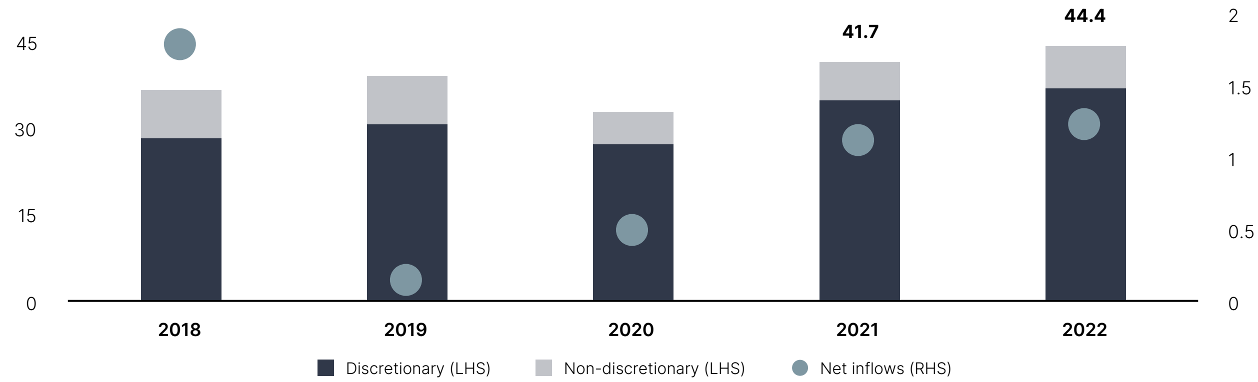
We work with individual clients to allow them to grow, enjoy and protect their wealth, and with charities and clients of professional advisers to help deliver optimal returns on their investments and to bring financial peace of mind.

Performance highlights

- A strong financial performance has resulted in operating profit of £87.7 million (17.9% above the prior year) and an operating margin for the UK domestic business of 27.0% (2021: 25.2%)
- Market recovery, continued net inflows and positive investment performance resulted in record FUM of £46.1 billion at 31 December 2021
- The final quarter of the financial year was impacted by global market volatility caused by the war between Russia and Ukraine, resulting in a closing FUM of £44.4 billion at 31 March 2022.

Funds under management and net flows

£'billion



Reasons for the variance in FUM since 31 March 2021

- Favourable market movements (MSCI PIMFA Balanced Index up 10.7%), somewhat offset by investment performance in the final quarter
- Net inflows of £1.2 billion resulting in net organic growth in funds under management of 2.9%.

Funds under management

£'million	31 March 2022	31 March 2021	% change
UK domestic (including Channel Islands)	**42 894**	**40 474**	**6.0%**
Discretionary	36 728	34 812	5.5%
Non-discretionary*	6 166	5 662	8.9%
Switzerland	**1 525**	**1 210**	**26.0%**
Discretionary	487	395	23.3%
Non-discretionary	1 038	815	27.4%
Total	**44 419**	**41 684**	**6.6%**

* Non-discretionary includes advisory-managed FUM of £1 627 million (2021: £1 829 million). Managed funds therefore represent 89% of the UK domestic total FUM at 31 March 2022 (2021: 91%).

Net inflows over the year

£'million	31 March 2022	31 March 2021
Discretionary	808	959
Non-discretionary	410	150
Total	**1 218**	**1 109**

WEALTH & INVESTMENT
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2022	31 March 2021	Variance	% change
Net interest income	2 268	2 296	(28)	(1.2%)
Net fee and commission income	344 029	316 040	27 989	8.9%
Investment (loss)/income	(2)	272	(274)	(>100.0%)
Trading income arising from				
– customer flow	1 194	920	274	29.8%
– balance sheet management and other trading activities	(307)	(9)	(298)	(>100.0%)
Total operating income before expected credit loss impairment charges	**347 182**	**319 519**	**27 663**	**8.7%**
Of which: UK domestic	338 322	311 576	26 746	8.6%
Of which: Switzerland*	8 860	7 943	917	11.5%
Expected credit loss impairment charges	(5)	(4)	(1)	25.0%
Operating income	**347 177**	**319 515**	**27 662**	**8.7%**
Operating costs	(259 496)	(245 175)	(14 321)	5.8%
Of which: UK domestic	(247 729)	(233 100)	(14 629)	6.3%
Of which: Switzerland*	(11 767)	(12 075)	308	(2.6%)
Adjusted operating profit/(loss)	**87 681**	**74 340**	**13 341**	**17.9%**
Of which: UK domestic	90 593	78 476	12 117	15.4%
Of which: Switzerland*	(2 912)	(4 136)	1 224	(29.6%)
Key income drivers				
Operating margin	25.3%	23.3%		
Of which: UK domestic#	27.0%	25.2%		
Net inflows in FUM as a % of opening FUM	2.9%	3.3%		
Average income yield earned on FUM^	0.81%	0.85%		
Of which: UK domestic	0.81%	0.86%		

* The results of the Switzerland business have been reported separately to demonstrate the value of the UK domestic business. Following a strategic review, our Swiss operations are being restructured to play a key role in the Group's strategic expansion of its international banking and wealth services.

The calculation of the operating margin for the UK domestic business excludes net interest expense of £755 000 (2021: £508 000) relating to net interest income earned on the firm's cash deposits and the IFRS 16 Leases interest expense on right-of-use assets. This presentation is consistent with wealth managers that are not part of a banking group and are therefore not required to report in accordance with the presentation and disclosure standards for banks. Excluding this adjustment, the operating margin for the UK domestic business would be 26.8% (2021: 25.2%).

^ The average income yield on funds under management represents the total operating income for the period as a percentage of the average of opening and closing funds under management. This calculation does not adjust for the impact of market movements and investment performance throughout the period on funds under management or the timing of acquisitions and disposals (where applicable) during the respective periods.

Other factors driving the performance in the year under review included

- Net fee and commission income increased by £28.0 million (8.9%) as a result of higher market levels and positive net organic growth in FUM (in the current and prior year). Commission income returned to a more normalised level following the exceptional transaction volumes seen in the prior year, resulting in a lower average income yield.
- Operating costs were up 5.8% due to investment in technology, increased discretionary expenditure as COVID-19 related restrictions eased, as well as higher variable remuneration in line with business performance.

Strategy execution

Belonging, Inclusion and Diversity (BID) highlights

- We launched an Inclusive Allies programme to educate colleagues about how to be an effective ally to marginalised groups
- Our new app-based healthcare benefit, Peppy, which was launched in the year under review is giving colleagues access to personalised support through life events, including menopause, fertility and early parenthood
- We celebrated neurodiversity using employee focus groups to shape our approach and ensuring our recruitment processes are inclusive and supportive for neurodivergent thinkers
- Our commitments to the Women in Finance Charter progressed, evidenced by our over 30% representation of women in senior leadership roles, and 50% female Board representation in the UK.

Sustainability highlights

- We continued to focus on investing responsibly on behalf of clients, with environmental, social and governance (ESG) considerations integrated into our investment process and active engagement with the businesses that we invest in
- Our executive team and Investment & Research Office are enhancing sustainable finance knowledge through the Cambridge Institute for Sustainability Leadership programme
- We are sponsoring the Blue Economy Ocean Accelerator programme, which is aimed at supporting entrepreneurial SME businesses to make a meaningful impact on the ocean.

WEALTH & INVESTMENT
CONTINUED

Overall

- In line with our One Investec objective, we seek to provide integrated solutions to clients through access to group-wide products and services on offer. Successful referrals between the Specialist banking and the Wealth & Investment businesses resulted in £473 million of FUM and £105 million of new lending
- We have revised our remuneration approach to improve the alignment between performance incentives and our strategic goals, culture and values
- Our client-facing teams and the Investment & Research Office have been focused on ensuring our direct clients, charities, and independent financial advisors benefitted from the positive market movements seen in the first three quarters, and were adequately supported through the market volatility in the final quarter.

Growth opportunities and outlook

- Following the formation of our new Investment & Research Office, we are improving the consistency and quality of our investment offering, including updating our Strategic Asset Allocation to broaden our exposure to global market opportunities and differentiated asset classes
- Our priority is organic growth in our key channels, namely direct clients, charities, and intermediaries, however, we remain alive to opportunities arising from industry consolidation
- We will continue to focus on our value proposition in relation to advice capabilities and a coordinated banking and wealth management offering to HNW clients.

SPECIALIST BANKING OVERVIEW

Business head
Ruth Leas

Awards

Recognised as the 'Best-performing bank in the UK' by The Banker, 2021

Won 'Best Specialist ESG Research' at the 2022 ESG Investing Awards

Won 'Lender of the Year' at the 2022 Private Equity Awards

Won 'Best Leasing and Asset Finance Provider' and 'Best Business FX Provider' at the 2022 Business Moneyfacts Awards

Highlights

Adjusted operating profit

£193.7mn
(2021: £44.8mn)

ROE post tax

9.7%
(2021: 1.2%)

Cost to income

69.6%
(2021: 81.3%)

Credit loss ratio

0.17%
(2021: 0.56%)

Overview of performance in the year under review

- The business delivered a commendable set of results, slightly ahead of pre-COVID levels of profitability with an enhanced quality of earnings. Continued client acquisition supported strong loan book growth of 17.0% since 31 March 2021, or 18.5% excluding the Australian book exit
- We are proud to have beaten our targets for HNW banking to breakeven by March 2022, having delivered increased levels of profitability and client acquisition despite the challenging conditions brought by the COVID-19 pandemic
- Risk management and risk reduction costs associated with the UK structured products book were immaterial at c.£5.9 million, compared to a £93 million loss incurred in the prior year
- Operating costs were broadly flat, declining by 0.3% year on year. The 5.3% reduction in fixed costs was offset by an increase in variable remuneration in line with improved business performance. The prior year included one-off costs associated with restructures implemented in the period
- Pre-provision adjusted operating profit was up 88.7% to £218.8 million (2021: £116.0 million)
- ECL impairment charges of £25.2 million were materially below the prior period (2021: £71.2 million), primarily due to lower specific impairments
- These results are underpinned by positive momentum in our client franchises and strategic cross-collaboration within the One Investec client ecosystem. See more on this enhanced collaboration in the pages that follow.

Income statement

£'000	31 March 2022	31 March 2021	Variance	% change
Net interest income	480 451	397 418	83 033	20.9%
Net fee and commission income	151 286	172 483	(21 197)	(12.3%)
Investment income	10 849	22 142	(11 293)	(51.0%)
Share of post-taxation profit of associates and joint venture holdings	13 879	10 830	3 049	28.2%
Trading income/(loss) arising from				
– customer flow	59 178	(11 945)	71 123	>100.0%
– balance sheet management and other trading activities	(6 797)	11 271	(18 068)	(>100.0%)
Other operating income	11 533	15 831	(4 298)	(27.1%)
Total operating income before expected credit loss impairment charges	**720 379**	**618 030**	**102 349**	**16.6%**
Expected credit loss impairment charges	(25 175)	(71 198)	46 023	(64.6%)
Operating income	**695 204**	**546 832**	**148 372**	**27.1%**
Operating costs	(501 551)	(502 906)	1 355	(0.3%)
Operating profit before goodwill, acquired intangibles and strategic actions	**193 653**	**43 926**	**149 727**	**>100.0%**
Loss attributable to non-controlling interests	—	861	(861)	(100.0%)
Adjusted operating profit	**193 653**	**44 787**	**148 866**	**>100.0%**

SPECIALIST BANKING OVERVIEW
CONTINUED

Enhanced collaboration through integration

A key strategic differentiator is our client ecosystem approach, taking our clients along both the personal and business journey.

Our approach of 'One Investec' brings all of Investec that is relevant to each and every client. It is a coordinated approach with the client at the centre, supporting meaningful and long-lasting client relationships with Investec.

In the UK mid-market, we are centred on what is best for the client, with the breadth of our capabilities differentiating us from our competitors in terms of the diversity of offering we can bring to our clients. One Investec allows us to provide our clients with the focus of a boutique, backed with the power of a bank.

We have integrated ourselves structurally through organising our business activities around target client groupings. This enables us to leverage the whole of Investec's capability to provide solutions most relevant to clients' needs.

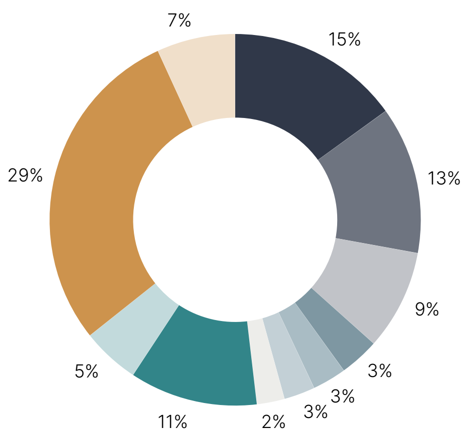
Our focus on connectivity and collaboration is delivering strong results.

In FY2022

- Individual franchises are growing and co-generating new Bank value between them
- New value grown by our franchises sharing clients: there were 661 inter-bank referrals, generating new business predominantly through lending, advisory fees, and trading activity
- Enhanced connectivity with UK Wealth & Investment: Bank referred and created £473 million of incremental funds under management (FUM) to the UK Wealth & Investment business
- Unlocking significant client value: collaboration has supported an increase in the average number of products per core client
- Notably strong loan book growth (up 17.0%), particularly compared to our peers, as a result of our collaborative, One Investec approach.

Diversified loan book by risk category: Core loans

£14.4 billion



Corporate and other lending	**48%**
Asset finance	15%
Corporate and acquisition finance	13%
Fund finance	9%
Power and infrastructure finance	3%
Other corporate and financial institutions and governments	3%
Asset-based lending	3%
Aviation finance	2%
Lending collateralised by property	**16%**
Commercial real estate	11%
Residential real estate	5%
High net worth and other private client lending	**36%**
Mortgages	29%
HNW and specialised lending	7%

Highlights: Sustainability

- Closed Investec Bank plc's first Sustainability Linked Loan for USD600 million funding which was three-times oversubscribed
- Won 'Best Specialist ESG Research' at the 2022 ESG Investing Awards
- Embedded an ESG framework (including diligence, internal ratings and mappings to the SDGs, and ongoing monitoring) into our investment process for private equity clients
- Experienced strong deal flow for Power and infrastructure finance, sourcing financing opportunities for wind and solar development as well as other energy transition strategies such as electric vehicle charging stations
- Launched a Renewable Energy Funding proposition to fund small ticket renewable energy assets to support UK SMEs and corporates in their transition to net zero
- Founding member of 'Sustainable Trading', a non-profit membership dedicated to transforming ESG practices within the financial markets trading industry
- Signed up to the UN-convened Net-Zero Banking Alliance which is committed to aligning lending and investment portfolios with net-zero emissions by 2050.

Highlights: Belonging, Inclusion and Diversity (BID)

- We have a female CEO and currently have 50% females and 40% people of colour on the Investec Bank plc Board. Our senior leadership has 35% female representation and 35% ethnic minority representation
- Introduced our first reverse mentoring programme for Black, Asian and minority ethnic employees, which aims to facilitate reciprocal learning and enable the organisation to harness the value of difference
- Launched our inaugural Allies programme and BID Champion network
- Joined the Diversity Project (a cross-company initiative), the aim of which is to create a truly diverse and inclusive UK investment and savings industry
- Launched a new app-based healthcare benefit (Peppy Health) for employees, providing support with fertility, menopause, and early parenthood
- Reduced our gender pay gap, reflecting a continuous year-on-year improvement since 2017, and, for the first time, voluntarily included our ethnicity pay gap results.

PRIVATE BANKING

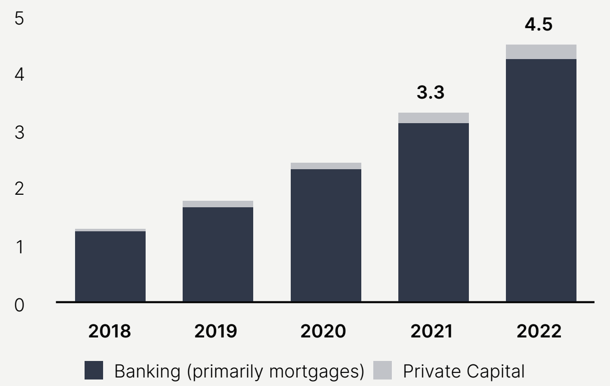
Our Private Banking activities focus on providing bespoke solutions underpinned by in-depth knowledge and understanding of our clients' personal and business aspirations and goals, supported by a broad private banking offering. We understand that every client is an individual, and that they are typically active wealth creators with complex financial needs. Our proposition is aligned with a clearly defined target client base and a market opportunity to address an underserviced part of the UK market. This segment predominantly comprises lending to HNW clients: primarily residential mortgages, as well as flexible capital solutions for established privately owned businesses and entrepreneurs (Private Capital).

Performance in the period under review

- Our Private Banking activities delivered a strong financial performance, reporting an adjusted operating profit of £30.8 million (compared to a net loss of £3.0 million in 2021). This level of profitability significantly exceeds our stated ambitions to break even by March 2022 – a noteworthy milestone achieved during a three-year period that was marked by COVID-19 related volatility.
- Net interest income increased materially compared to the prior year (up >100%), driven by strong loan book growth of 35.1% since 31 March 2021 and lower funding costs.

Loans and advances to customers

£'billion

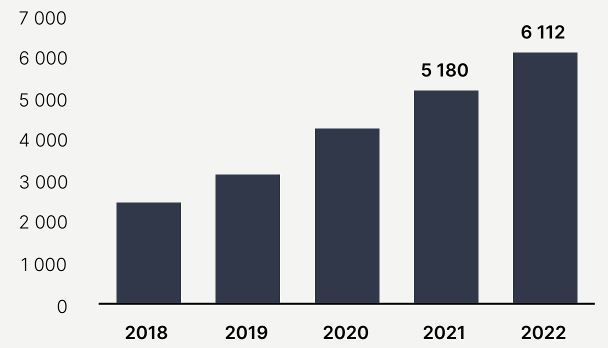


Loan book growth:

- Strong loan book growth for both HNW banking and Private Capital, up 35.5% and 28.4%, respectively, since 31 March 2021 – driven by focused execution of strategy and continued client acquisition
- The business experienced significantly higher activity levels this year, particularly in the month of June when demand for residential mortgages accelerated ahead of the deadline for the COVID-19 related Stamp Duty relief in the UK
- The book growth was achieved without compromising margins and underlying credit quality in an increasingly competitive market.

Note: In addition to the loan book shown above, our Channel Islands business had c.£500 million of mortgages as at 31 March 2022.

UK HNW client acquisition



Continued success in client acquisition:

- We acquired 1 137 new clients over the period – a number of which were introduced via referrals by existing Investec clients
- Aligned to our One Investec approach, this offering serves as a valuable client acquisition tool for the wider UK Bank and Wealth & Investment businesses: our clients have an average income of £700 000+ and average NAV of £11 million (well above our quantitative criteria)
- HNW mortgage lending is focused on target clients with lending in established areas (London and the South East) with recourse to the individual and high level of cash equity contributions into transactions
- The majority of our HNW clients are UK resident (only a small proportion of this client base is South African).

Note: In addition to these client figures, our Channel Islands business has c.870 HNW clients. This brings our total number of HNW clients to 6 982 – exceeding our three-year target of 6 500 HNW clients by March 2022.

Strategy execution

- The results reflect our continued success in executing our HNW client acquisition strategy, translating into strong growth in lending, profitability, and market share. This HNW client activity also connects to the rest of the client ecosystem, where our client-centric, One Investec approach enables us to win mandates in other areas
- We continue to collaborate with our Wealth & Investment business to provide an integrated HNW proposition. In addition, the ability to provide our UK private banking offering to South African clients seeking an international proposition continues to be a key differentiator for the Group
- Our growing Private Capital offering is addressing a gap in the UK market, providing capital directly to owner-managed businesses and their owners. These HNW clients value our innovative, flexible approach to understanding both their business and personal assets. Our growth has been supported by collaboration with our HNW banking proposition, as many of our clients are also banked by us through their mortgages.

PRIVATE BANKING
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2022	31 March 2021	Variance	% change
Net interest income	70 692	34 664	36 028	>100.0%
Net fee and commission income	1 556	644	912	>100.0%
Investment income	816	19	797	>100.0%
Trading income arising from				
– customer flow	2 228	1 196	1 032	86.3%
– balance sheet management and other trading activities	2	13	(11)	(84.6%)
Total operating income before expected credit loss impairment charges	**75 294**	**36 536**	**38 758**	**>100.0%**
Expected credit loss impairment charges	(2 432)	(1 515)	(917)	60.5%
Operating income	**72 862**	**35 021**	**37 841**	**>100.0%**
Operating costs	(42 034)	(38 033)	(4 001)	10.5%
Adjusted operating profit/(loss)	**30 828**	**(3 012)**	**33 840**	**>100.0%**
Key income drivers				
ROE post-tax	3.8%	(0.7%)		
Cost to income ratio	55.8%	104.1%		
Growth in loans and advances to customers	35.1%	37.2%		
Growth in risk-weighted assets	21.0%	41.9%		

Other factors driving the performance in the period under review included

- Adjusted operating profit of £30.8 million (compared to a net loss of £3.0 million in the prior year) reflects ongoing strategic execution in growing the business to scale by leveraging existing infrastructure.
- Growth in net interest income (>100%) was driven by a higher average loan book and an improved net interest margin – primarily due to higher lending activity and lower funding costs.
- ECL impairment charges for the period increased to £2.4 million (2021: £1.5 million) driven by book growth and seasoning of the loan book. The credit loss ratio on this book is c.5bps, indicative of the quality of the underlying franchise. Refer to page 99 for further information on the Group's asset quality.
- Operating costs increased by £4.0 million or 10.5%, reflecting normalised discretionary expenditure post the COVID-19 related lockdowns as well as increased variable remuneration in line with improved business performance.

Growth opportunities and outlook

- Notwithstanding our success to date in building scale and relevance, we believe we are only beginning to capitalise on the existing market opportunity. We are seeing growing demand for our efficient, refreshingly human private client offering. We have proven the concept: our journey to profitability – particularly in turbulent times – evidences the clear market opportunity and the strength of our proposition to capture it. Now it is all about scale.
- We have partnered with Monese, a leading pan-European fintech, to evolve and transform our transactional banking offering. This strategic partnership will enable us to leverage Monese's agility, expertise, and digital capabilities to bring accelerated efficiency and enhancements to our private client transactional banking offering.
- We are excited about the sizeable opportunity that exists to provide our clients with an integrated banking and wealth management offering. Over 80% of our HNW banking clients do not currently have a relationship with our Wealth & Investment business, with significant levels of wealth currently sitting with other financial institutions. In addition, there are a number of clients of the Wealth & Investment business who are seen as potential target clients for the Bank. We continue to enhance collaboration to provide a holistic proposition for our HNW clients' growth journeys.
- Having established a strong presence in the market over the last four years, our Private Capital business is in growth mode, focused on increasing lending at pace through deepening existing relationships and further client acquisition.
- We are focused on maintaining business momentum and generating a stable annuity income stream for the Group, while investing with discipline in the required technology to support our growth to scale.

CORPORATE, INVESTMENT BANKING AND OTHER

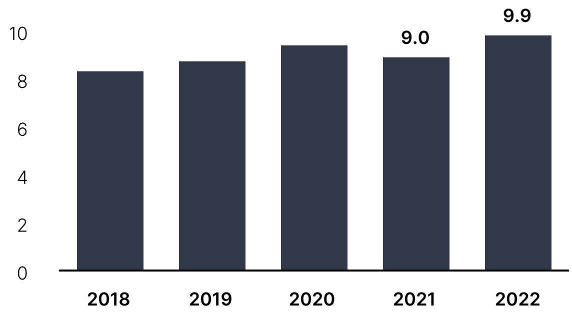
This segment comprises business activities that provide capital, advisory and risk management services to growth-orientated corporate clients in the private companies, private equity and listed companies arenas, including specialist sector-focused expertise. This segment also comprises our central treasury and liability management channels.

Performance in the period under review

- The results reflect a strong performance, with an adjusted operating profit of £162.8 million (2021: £47.8 million). The significant improvement in performance is largely attributable to the strategic changes we implemented, improved market conditions, and increased client activity as economies opened up and bounced back from the COVID-19 pandemic.
- Net interest income increased by £47.0 million (13.0%) to £409.8 million, driven by higher lending activity and lower funding costs.
- Impairment charges were considerably lower (down 67.4% to £22.7 million) due to an improved macro-economic outlook and limited specific impairments.

Loans and advances to customers

£'billion



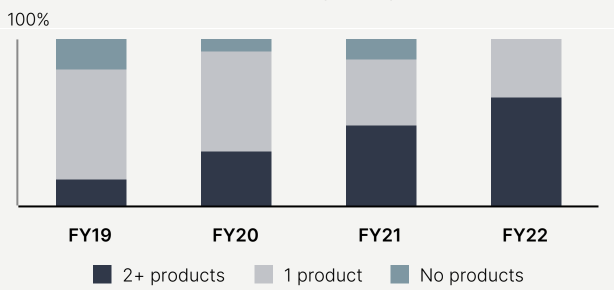
Robust book growth

- The loan book grew by 10.1% since 31 March 2021 to £9.9 billion, or 12.0% excluding the Australian book exit
- Lending activity increased significantly across all portfolios, supported by new client acquisition as we continue to build scale and relevance in our client franchises, and repeat business with existing clients
- We also experienced continued success with our origination and distribution strategy, particularly in the lending areas of Fund Solutions, Power and infrastructure finance and Growth & Leverage finance, generating additional ROE-accretive revenue for the Group.

Spotlight on our Private Equity franchise

- We have a fully integrated proposition spanning advisory (M&A and IPO), capital solutions (leverage finance and fund level finance) and risk management (currency and interest rate hedging) for private equity funds and their portfolio companies
- We have a broad European footprint with activity weighted to the UK, complemented by fast-growing continental European activity levels, aided through a minority stake in Capitalmind, an M&A boutique
- Over the past three years, we have focused on unlocking value by offering an integrated, multi-product solution to a targeted group of clients. The benefit of this collaborative client focus is delivering strong performance:
  - Revenue from these clients increased by over 40% in FY2022
  - Increasingly, our clients are taking more products – two-thirds of these particular clients now have at least two products
- Opportunity remains to do more with these clients and to replicate our multi-product strategy more broadly.

Product capture per client (targeted group)



Winner
Savings Provider of the Year
(Moneynet Awards 2021)

Winner
Broker Champion Lessor
(Leasing World, Gold Awards 2021)

Research rank across seven sectors
#1
(2021 Institutional Investor's UK Small & Mid-Cap survey)

Broker rank
#2
(2021 Institutional Investor's UK Small & Mid-Cap survey)

Winner
Conventional Power Lead Arranger of the Year
(Power Finance & Risk Annual Deals and Firms of the Year Awards 2021)

Winner
Fund Financing Provider of the Year
(Drawdown Awards 2021)

Winner
Best Fund Financing Solution
(Private Equity Wire European Awards 2022)

Winner
Mid-Market Lender of the Year
(Real Estate Capital Europe Awards 2021)

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2022	31 March 2021	Variance	% change
Net interest income	409 759	362 754	47 005	13.0%
Net fee and commission income	149 730	171 839	(22 109)	(12.9%)
Investment income	10 033	22 123	(12 090)	(54.6%)
Share of post-taxation profit of associates and joint venture holdings	13 879	10 830	3 049	28.1%
Trading income/(loss) arising from				
– customer flow	56 950	(13 141)	70 091	>100.0%
– balance sheet management and other trading activities	(6 799)	11 258	(18 057)	(>100.0%)
Other operating income	11 533	15 831	(4 298)	(27.1%)
Total operating income before expected credit loss impairment charges	**645 085**	**581 494**	**63 591**	**10.9%**
Expected credit loss impairment charges	(22 743)	(69 683)	46 940	(67.4%)
Operating income	**622 342**	**511 811**	**110 531**	**21.6%**
Operating costs	(459 517)	(464 873)	5 356	(1.2%)
Operating profit before goodwill, acquired intangibles and strategic actions	**162 825**	**46 938**	**115 887**	**>100.0%**
Profit attributable to non-controlling interests	—	861	(861)	(100.0%)
Adjusted operating profit	**162 825**	**47 799**	**115 026**	**>100.0%**
Key income drivers				
ROE post-tax	12.6%	1.9%		
Cost to income ratio	71.2%	79.8%		
Growth in loans and advances to customers	10.1%	(4.8%)*		
Growth in risk-weighted assets	(3.2%)	(0.4%)		

* Growth in loans and advances to customers for FY2021 was negatively impacted by the sale of the c.£400mn Australian loan book in March 2021. There was marginal book growth excluding the Australian loan book.

Other factors driving the performance in the period under review included

- The £47.0 million increase in net interest income was primarily driven by higher average loan books across a number of portfolios, reduced funding costs as liabilities repriced, utilisation of excess liquidity and accelerated effective interest rate (EIR) fees
- Net fee and commission income decreased by £22.1 million to £149.7 million, impacted by the wind-down of the Australian business and the restructure of operations in India (whereby earnings from the joint venture are now reflected as fair value movements within investment income). Lower advisory fees in the listed companies space were offset by higher advisory fees from the private equity client franchise
- Investment income of £10.0 million was £12.1 million lower than the prior year due to non-repeat of a £13 million gain recognised from the formation of a joint venture with State Bank of India and the profit on sale of the IAPF management company. This was partially offset by unrealised gains in certain portfolios in the current year
- Trading income from customer flow was significantly higher than the prior period as a result of immaterial risk management and risk reduction costs associated with the UK structured products book in the current year (£5.9 million) due to risk mitigation strategies and improving markets (2021: £93 million)
- Trading income from balance sheet management and other trading activities cost £6.8 million, primarily driven by costs associated with the early redemption of a senior bond and the non-repeat of prior year gains which followed extreme COVID-19 related volatility
- Other operating income of £11.5 million (2021: £15.8 million) primarily reflects the fair value movements of the Ninety One shares held in the Group's staff share scheme as a result of the demerger and separate listing of Ninety One. The impact is reduced by a corresponding increase in personnel costs
- Expected credit loss impairment charges of £22.7 million were 67.4% lower than the prior period, primarily due to lower specific impairments. Refer to page 97 for further information on the macro-economic scenarios applied and page 99 for information on the Group's asset quality
- Operating costs decreased by 1.2% to £459.5 million. A reduction in fixed costs was offset by an increase in variable remuneration in line with improved business performance. The base includes one-off costs associated with the implementation of restructures as part of the Group's strategy to simplify and focus the business, including related redundancies and the closure of operations in Australia.

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Strategy execution

- The business is delivering on its growth phase in the journey to enhance shareholder returns. Our success to date in building scale and relevance in the UK market is reflected in solid loan book growth, increased client activity and client acquisition across our business
- Our One Investec approach – underpinned by connected client ecosystems – has led to an increased number of multi-product clients and a pipeline of additional opportunities
- The strength of our client franchises has been independently recognised through the numerous awards we have won
- We are focused on digitalisation to deliver scale, investing in technology for longer-term growth and efficiency. Our strategic partnership with fintech, Monese, has been the catalyst for accelerating our digital transformation. We are currently in a beta phase testing the new business current account, and expect to launch our new private client transactional banking offering in the latter half of this financial year
- We continue to generate diversified, capital light earnings by utilising third party capital to facilitate our highly successful origination and distribution capability. In addition to accelerated growth in our existing fundraising capabilities for Fund Solutions and Power and infrastructure finance, similar strategies for Growth & Leverage finance and Real Estate lending have positioned us well to further diversify this income stream
- In terms of funding, the transition of our retail funding to more digital and scalable platforms has continued with pace. Through these channels in the financial year we delivered growth of £3.2 billion of funding through our new digital savings platform – broadening our retail funding base and delivering a reduction in our cost of funds. This has aided our competitiveness in the market and contributed to an improved net interest margin.

Growth opportunities and outlook

- We expect business momentum to continue, supporting a future of disciplined growth on a platform of resilience
- Aligned to our organisational purpose of 'living in, not off, society', our Belonging, Inclusion and Diversity (BID) focus is on inclusive leadership and creating an environment where a sense of belonging permeates
- A key strategic differentiator (our One Investec, client ecosystem approach) will continue to drive success in leveraging the whole of Investec's capability to provide solutions for clients. Further collaboration with our Wealth & Investment business and the wider Investec Group is expected to unlock value
- With respect to sustainability, we are focused on embedding an ESG mindset that is fully integrated in our support for clients. We will continue to grow our sustainability offering to support our clients with renewable energy financing and innovative debt structuring
- Our international partnerships in Continental Europe (with Capitalmind) and the USA (with BlackArch) continue to facilitate an expansion of our cross-border M&A advisory services
- We expect to grow our corporate brokerships and research client base in the UK as a result of investing in new sectors and improving sector capability, while recent strategic hires in our US Equities business support our ambitions to increase market share in North America
- The scale of the underserviced UK private companies market represents a significant opportunity for growth: 20 000 UK private companies have been identified as potential new clients for our comprehensive suite of banking products. We have made good progress developing our client proposition, including greater automation of our asset finance business and further development of our online FX portal
- We intend to raise additional third party capital through funds and syndications to support a wider client offering and to generate further capital light revenue for the Group.

GROUP INVESTMENTS

We have separated these assets from our core banking activities in order to make a more meaningful assessment of the underlying performance and value of the franchise businesses, and at the same time provide transparency of the standalone values of the assets classified as Group Investments.

In the UK, Group Investments comprises Investec plc's c.15% investment in Ninety One (formerly Investec Asset Management). At a DLC Group level, Investec has a 25% shareholding in Ninety One (remaining c.10% held in Investec Limited). Investec accounts for its combined 25% investment in Ninety One by applying equity accounting. The table below reflects the equity-accounted valuation of the investment in Ninety One plc: £230.1 million at 31 March 2022. This differs to the market value of the c.15% stake held by Investec plc which was £386.0 million at 31 March 2022.

In November 2021, the Investec Group announced its decision to distribute a 15% holding in Ninety One to shareholders, whilst retaining an approximate 10% interest held by Investec plc. A General meeting was held on 28 April 2022, whereby shareholders were able to cast their vote to approve the distribution of Ninety One shares and associated distribution mechanism. The resolutions passed with a 99.9% or greater shareholder vote. The 15% distribution to shareholders is expected to be effective on 30 May 2022. Thereafter, Group Investments in the UK will comprise Investec plc's c.10% investment in Ninety One.

Portfolio breakdown and ROE

31 March 2022	Asset analysis £'000	Income analysis £'000
Ninety One plc	230 056	33 387
Total exposures on balance sheet	**230 056**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	222 278	
Ordinary shareholders' equity held on investment portfolio – 31 March 2021	227 190	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2022	224 734	
Post-tax return on adjusted average ordinary shareholders' equity – 31 March 2022		**14.9%**

31 March 2021	Asset analysis £'000	Income analysis £'000
Ninety One plc	236 655	25 142
Total exposures on balance sheet	**236 655**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2021	227 190	
Ordinary shareholders' equity held on investment portfolio – 31 March 2020	97 640	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2021	162 415	
Post-tax return on adjusted average ordinary shareholders' equity – 31 March 2021		**15.5%**

Income statement analysis

£'000	31 March 2022	31 March 2021	Variance	% change
Share of post-taxation profit of associates and joint venture holdings	33 387	25 142	8 245	32.8%
Total operating income before expected credit loss impairment charges	**33 387**	**25 142**	**8 245**	**32.8%**
Expected credit loss impairment charges	—	—	—	—
Operating costs	—	—	—	—
Adjusted operating profit	**33 387**	**25 142**	**8 245**	**32.8%**

Factors driving the performance in the period under review included

- Share of post-taxation profit of associates reflects growth in earnings from the Group's retained investment in Ninety One (following the demerger of the asset management business in March 2020).

SOUTHERN AFRICA

We have remained true to our entrepreneurial spirit and long-term client relationships since our founding in Johannesburg in 1974. We are committed to understanding and responding to the unique and individual needs and aspirations of our private, institutional and corporate clients. Our distinctive offering is built on the premise of Out of the Ordinary service, combining personal client relationships with world-class technology platforms.

Best Private Bank and Wealth Manager in South Africa for 10 consecutive years

Recognised by Euromoney and, for the last nine years, by the Financial Times of London.

Highlights

Funds under management

£19.4bn
(2021: £16.7bn)

Net core loans

£15.5bn
(2021: £14.1bn)

Customer deposits

£21.8bn
(2021: £18.4bn)

Adjusted operating profit

£387.5mn
(2021: £251.6mn)

Cost to income

53.9%
(2021: 58.7%)

ROE post tax

11.7%
(2021: 9.4%)

What we do

Private client offering

Wealth & Investment

Wealth management

Portfolio management

Fund management

Stockbroking

Local and Swiss custody

Private Banking

Transactional banking

Lending

Property Finance

Private Capital

Savings

Foreign exchange

Life assurance and investment products

Corporate client offering

Corporate and Investment Banking

Specialised lending

Import and trade finance

Treasury and trading solutions

Institutional equity research, sales and trading

Advisory

Debt and Equity Capital Markets

Fixed income, currency and commodities (FICC)

Target market

Private client offering

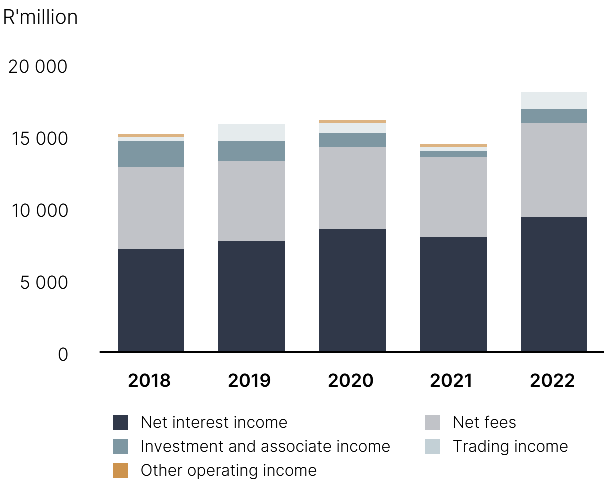
- Individuals
- Charities and trusts
- Financial advisers and intermediaries
- High net worth individuals
- High-income professionals
- Sophisticated investors
- Emerging and established entrepreneurs
- Young professionals across multiple disciplines

Corporate client offering

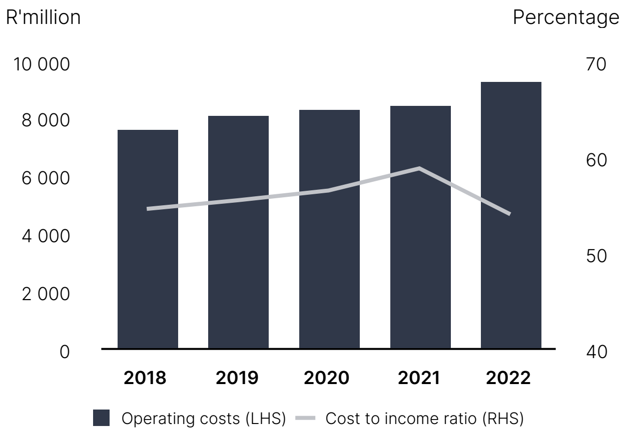
- Mid to large size corporates (listed and unlisted)
- Financial advisers and intermediaries
- Government and public sector institutions
- Institutions, including banks and financial services entities

SOUTHERN AFRICA
CONTINUED

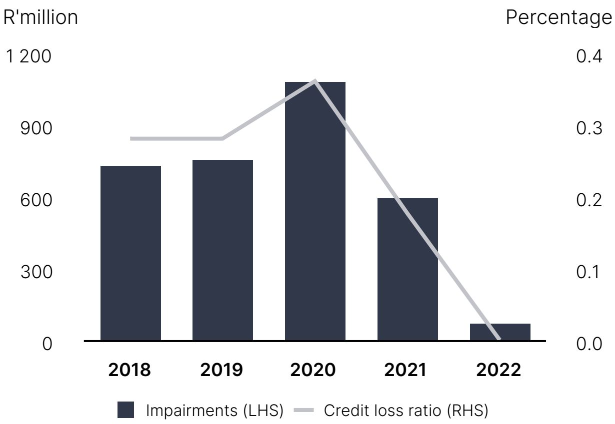
Operating income



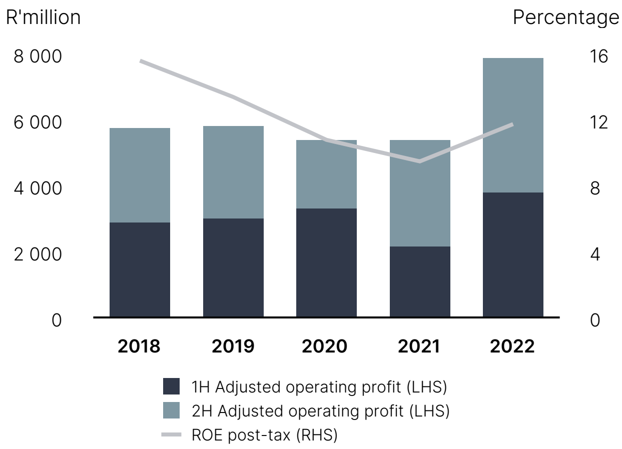
Operating costs



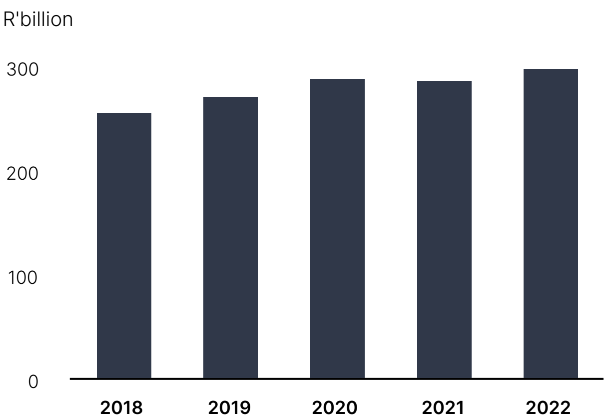
Expected credit losses/impairment losses



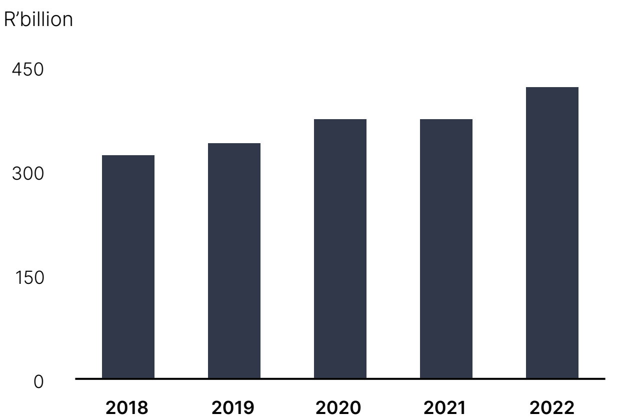
Adjusted operating profit and ROE



Net core loans



Total customer deposits



Note: Figures on this page for comparative years relate to continuing operations.

WEALTH & INVESTMENT

Business head

Henry Blumenthal

Awards

Recognised for excellence in wealth management:

Ranked #1 by Euromoney – 'Best Private Bank and Wealth Manager' for 10 consecutive years (2013 to 2022)

Voted 'Best Private Bank & Wealth Manager' by London's Financial Times – Nine years in a row (2013 to 2021)

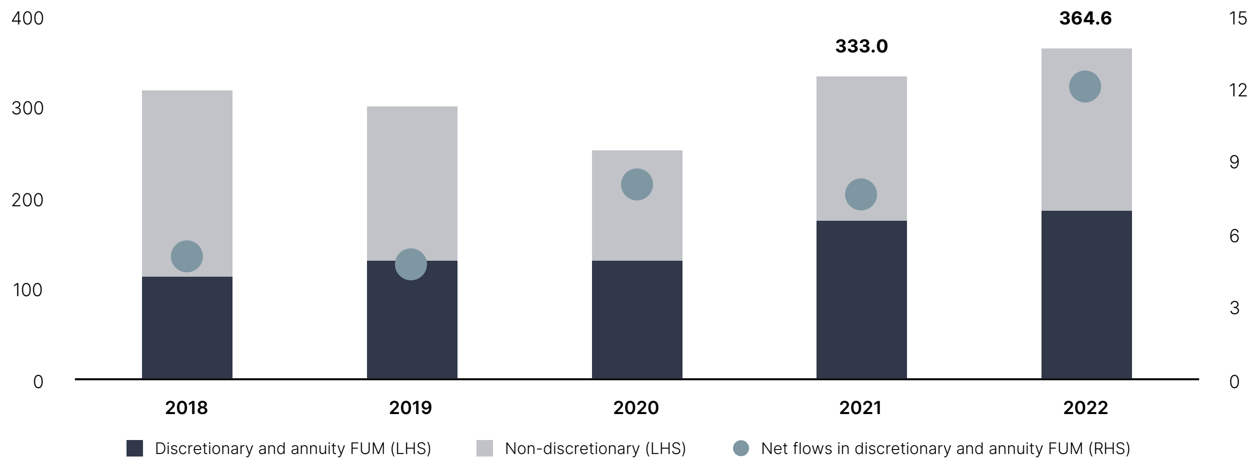
Wealth & Investment (W&I) manages the wealth of leading private investors and families in South Africa, as well as charities and trusts. Our international investment management capabilities have sustainability at their core and extend across asset classes and funds. This, together with our global and holistic approach to wealth management, enables our clients to navigate the complexities of being global citizens aligned to achieving their wealth and investment management goals.

Performance highlights:

- The business delivered another strong performance, with adjusted operating profit increasing 30.0% year-on-year to R720 million (2021: R554 million).
- The business reported 9.5% growth in FUM to R364.6 billion (31 March 2021: R333.0 billion) supported by positive investment performance, record discretionary and annuity net inflows of R12.1 billion and improved markets. The market volatility in the final quarter of the financial year (driven by global inflationary concerns exacerbated by the invasion of Ukraine), negatively impacted closing FUM at 31 March 2022.

Funds under management and net flows

R'billion



FUM variance drivers since 31 March 2021:

- Net organic growth in discretionary and annuity assets of 6.9% largely driven by flows into our offshore offering.
- Year-end FUM negatively impacted by increased market volatility in the last quarter due to the invasion of Ukraine.

Funds under management

R'million	31 March 2022	31 March 2021	% change
Discretionary and annuity assets	187 658	174 852	7.3%
Non-discretionary	176 982	158 172	11.9%
Total	**364 640**	**333 024**	**9.5%**

Net flows over the year

R'million	31 March 2022	31 March 2021
Discretionary and annuity assets	12 060	7 600
Non-discretionary	1 238	(8 500)
Total	**13 298**	**(900)**

WEALTH & INVESTMENT
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2022	31 March 2021	Variance	% change	% change in Rands
Net interest income	4 372	3 552	820	23.1%	24.1%
Net fee and commission income	101 286	78 589	22 697	28.9%	22.8%
Investment income	622	1 461	(839)	(57.4%)	(59.8%)
Trading (loss)/income arising from					
– customer flow	(271)	7	(278)	(>100.0%)	(>100.0%)
– balance sheet management and other trading activities	611	39	572	>100.0%	>100.0%
Other operating income	10	1	9	>100.0%	>100.0%
Total operating income before expected credit loss impairment charges	**106 630**	**83 649**	**22 981**	**27.5%**	**21.7%**
Operating costs	(71 176)	(57 530)	(13 646)	23.7%	17.9%
Adjusted operating profit	**35 454**	**26 119**	**9 335**	**35.7%**	**30.0%**
Key income drivers					
Operating margin	33.2%	31.2%			
Net organic growth in discretionary and annuity FUM as a % of opening FUM	6.9%	5.7%			
Average income yield earned on discretionary and annuity FUM°	0.95%	0.90%			

° The average income yield on discretionary and annuity FUM represents the operating income earned on discretionary and annuity FUM for the year, as a percentage of the average of opening and closing discretionary and annuity FUM.

Overview of financial performance (in Rands):
- Revenue grew by 21.7% supported by sustained inflows into the offshore investment range and higher average discretionary and annuity FUM. Non-discretionary brokerage also increased year on year, particularly in March 2022 given increased market volatility.
- Operating costs increased 17.9%, driven by higher variable remuneration given strong business performance and an increased headcount of investment specialists, wealth managers and information technology (IT) personnel.
- The business achieved an operating margin of 33.2% (2021: 31.2%).

Strategy execution:
- Our expanded international investment universe provides clients access to a broad range of international investment opportunities together with the proximity to our globally integrated investment process.
- Deepening the integration of ESG considerations into our investment process, providing sustainable investment opportunities and driving the upskilling of teams aligned to ESG and responsible investing. Our Investec Global Sustainable Equity Fund has been well received by the market with FUM of R0.7 billion at 31 March 2022.
- W&I and Private Bank joint strategies are showing success with a focus on strengthened relationships and leadership cohesion.
- The strategic development of our investment business to leverage our investment offering through distribution into new channels.
- Increased face-to-face engagement with clients, including targeted events as COVID restrictions eased.
- People strategies focusing on the development of individuals, a sense of belonging and nurturing a strong team culture.
- Enabling client impact aligned to addressing societal challenges continues through distributions facilitated by our philanthropy offering.

Looking ahead:
- Playing an active role in the integration of Investec Switzerland, the W&I UK International team and W&I SA across our wealth management, investment, and operational capabilities to establish an international platform for future growth.
- Strategic focus on specialist and alternative investment opportunities including forming a joint committee with W&I UK, Switzerland, and SA representation.
- Reconnecting in-office as a key focus on building team cohesion and enabling new starters to have the 'full Investec experience'.
- Continued enhancement of our IT and digital capabilities across data, reporting and client management to improve client experience.
- Consistent progress aligned to our BID strategy across recruitment, new starters onboarding process, leadership representation and 'Next Gen' development and mentorship.

SPECIALIST BANKING OVERVIEW

Business head

Richard Wainwright

Awards

Recognised as 'Best-performing bank in South Africa' by The Banker (2020, 2021)

Voted 'Best Private Bank & Wealth Manager' by London's Financial Times – nine years in a row (2013 to 2021)

Ranked #1 by Euromoney in the 'Best Private Bank and Wealth Manager' survey for 10 consecutive years (2013 to 2022)

Highlights

Adjusted operating profit

£349.4mn

(2021: £231.5mn)

ROE post tax

12.1%

(2021: 10.3%)

Cost to income

51.1%

(2021: 55.7%)

Credit loss ratio

Nil

(2021: 0.18%)

Overview of performance in the period under review (in Rands):

- Adjusted operating profit for the SA specialist bank increased 45.0% (2021: 50.9% in Pounds) as we grew market share in our selected client franchises and continued to support our clients.
- Revenue growth of 18.7% was positively impacted by recovery in NIR given increased client activity, higher average interest earning assets, lower funding costs and continued client acquisition.
- The cost to income ratio was lower at 51.1% (2021: 55.7%) given continued cost discipline and higher revenues. Total operating costs increased 8.9%, with fixed costs increasing 4.2%.
- Pre-provision adjusted operating profit increased 30.9% year-on-year.
- ECL impairment charges decreased 91.2%, resulting in a CLR of approximately zero bps (2021: 18bps). The reduction in ECL was due to good recoveries, limited default experience, specific ECL impairment reversals and a R71 million release from the R290 million management overlay at 31 March 2021.
- Net core loans to clients grew 3.9% to R298.4 billion (31 March 2021: R287.3 billion). Advances to private clients increased 4.2% driven by resi-mortgages, offset by flat year-on-year growth in commercial real estate. Corporate lending increased 3.3%, offset by elevated repayments and subdued credit demand given continued low business confidence.

Income statement

£'000	31 March 2022	31 March 2021	Variance	% change	% change in Rands
Net interest income	496 351	418 135	78 216	18.7%	13.2%
Net fee and commission income	171 555	136 426	35 129	25.7%	20.5%
Investment income/(loss)	4 803	(8 828)	13 631	>100.0%	>100.0%
Share of post-taxation profit/(loss) of associates and joint venture holdings	371	(1 469)	1 840	>100.0%	>100.0%
Trading income/(loss) arising from					
– customer flow	47 945	36 616	11 329	30.9%	25.0%
– balance sheet management and other trading activities	(10)	(7 696)	7 686	>100.0%	>100.0%
Other operating income	647	7 121	(6 474)	(90.9%)	(88.6%)
Total operating income before expected credit loss impairment charges	**721 662**	**580 305**	**141 357**	**24.4%**	**18.7%**
Expected credit loss impairment charges	(3 067)	(25 857)	22 790	(88.1%)	(91.2%)
Operating income	**718 595**	**554 448**	**164 147**	**29.6%**	**24.0%**
Operating costs	(368 967)	(323 274)	(45 693)	14.1%	8.9%
Operating profit before goodwill, acquired intangibles and strategic actions	**349 628**	**231 174**	**118 454**	**51.2%**	**45.3%**
(Profit)/loss attributable to non-controlling interests	(252)	309	(561)	(>100.0%)	(>100.0%)
Adjusted operating profit	**349 376**	**231 483**	**117 893**	**50.9%**	**45.0%**

SPECIALIST BANKING OVERVIEW
CONTINUED

One Investec: A case study in connectivity

A key strategic differentiator is our client ecosystem approach – taking our clients on both a personal and business journey.

The 'One Investec' strategy is, first and foremost, a commitment to drawing on the full breadth and depth of relevant capabilities to meet the needs of each client, regardless of specialisation or geography.

Meet Client 'X':

Our multi-faceted, long-standing relationship with Client X illustrates the essence of One Investec in practice.

Client X, a director of a large listed company, is an Enigma client of the South African Private Bank.

When looking to raise funding for a business entity within his family office group, Investec's Corporate and Investment Banking division advanced appropriate funding using Client X's shares in a blue-chip company as collateral.

The funding was used by Client X to support a family member's business-related activities, and Investec subsequently provided loan financing against certain properties, directly to the family member's business.

The same Client X engaged with Investec's Equity Sales and Structuring team to enter into derivative transactions for downside protection against share price movements of his employment-related shares.

With the hedging stated above in place, Investec was able to release some of Client X's listed shares held as security, and, seeking portfolio diversification, Client X sold these released shares; with proceeds from the sale subsequently invested with Investec's South African Wealth & Investment business.

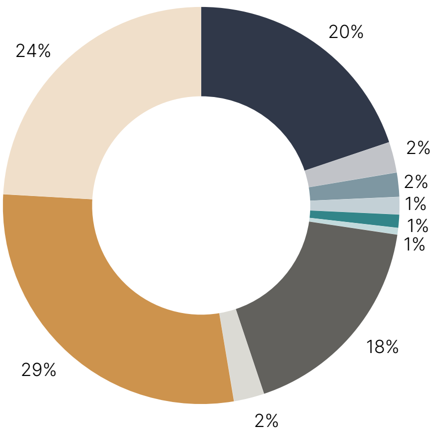
At a later date, Investec restructured the funding and extended the tenor. Investec also unwound the derivative enabling Client X to enter into a flexible investment hedge with upside exposure to a portfolio of local and international investments managed by Wealth & Investment.

Across the globe, Client X is also a UK Private Banking client and has a variety of lending products with the UK specialist bank. Client X also has investment portfolios managed by Investec UK's Wealth & Investment business.

That is One Investec.

Diversified loan book by risk category: Core loans

£15.5 billion



Corporate and other lending	**27%**
Corporate and acquisition finance	20%
Fund finance	2%
Power and infrastructure finance	2%
Asset finance	1%
Aviation finance	1%
Other corporate and financial institutions and governments	1%
Lending collateralised by property	**20%**
Commercial real estate	18%
Residential real estate	2%
High net worth and other private client lending	**53%**
Mortgages	29%
HNW and specialised lending*	24%

* Of the 24% in HNW and specialised lending, 14.0% (being 58% of 24%) (31 March 2021: 13.2%) relates to lending collateralised by property which is supported by high net worth clients.

SPECIALIST BANKING OVERVIEW
CONTINUED

Highlights: ESG

- Commitments: The Group signed up to the UN-convened Net-Zero Banking Alliance which is committed to aligning lending and investment portfolios with net-zero emissions by 2050 and Investec Wealth & Investment signed up to Climate Action 100+ and became a signatory to the UK Stewardship Code.
- Net-zero ambition: Implemented a focused project to understand our Scope 3 financed emissions and establish a baseline, strategy and targets to reach net zero.
- Sustainable finance: Investec Bank Limited issued its first green bond, raising R1 billion to refinance five green renewable energy projects. The bond was 3.8x oversubscribed.
- Provided R1.65 billion in funding to Trans Caledon Tunnel Authority to help secure South Africa's water supply.
- Acted as sole mandated lead arranger on a EUR215 million sustainable finance agreement for two major hospital projects in Ghana to improve access to affordable and quality healthcare in that country.
- We are an anchor investor in Acre Impact Capital’s Export Finance Fund which is focused on climate-aligned infrastructure in emerging markets.

Highlights: Belonging, Inclusion and Diversity (BID)

- Maintained our Level 1 B-BBEE rating with improved scores in ownership, management and control, skills development, enterprise development and consumer education.
- Our LGBTQ+ network was launched in October 2021. This network is a community open to all staff, that aims to create awareness through shared learning initiatives and impactful events.
- We are currently reviewing our diversity learning programmes and have added a digital offering of diversity insights and a programme aimed at leadership.
- We continued our work to support the empowerment and development of women in business, education and sport. We ran an internal programme within our South African business, designed to enable women to take up positions as non-executive directors on South African company boards (including Investec companies) and are pleased that a number of these women have since been appointed to various board positions.
- Our Young Leaders Council and reverse mentorship initiative recognises the need to create spaces that enable young, aspirational talent to connect and learn with leaders. These initiatives aim to marry innovation with experience, create networking opportunities and harness the generational range within Investec.

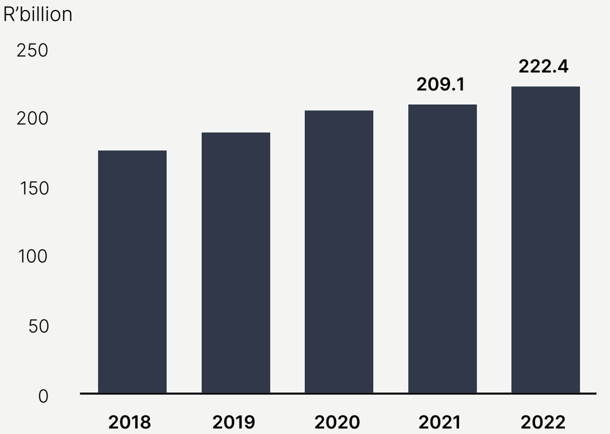
PRIVATE BANKING

We believe in forming lifelong partnerships with our clients, ensuring that each client experience is personal and Out of the Ordinary. We pride ourselves on going above and beyond when it comes to service. Through our digital channels, our 24/7 global Client Support Centre and our specialist private bankers, we set the banking benchmark on service. Catering to a truly global citizen requires a full suite of banking and investment services both locally and internationally. Through our One Place™ offering we allow clients to easily create, protect and preserve wealth across our international geographies.

Performance highlights:

- Private Banking adjusted operating profit increased 55.1% to R4 044 million (2021: R2 607 million) benefiting from higher lending books, increased activity levels, lower funding costs, normalised investment income and negligible impairments.
- Point of sale (POS) activity increased 34% year-on-year (tracking higher than pre-COVID levels) and we continue to see positive activity in residential mortgage lending. However, rising inflation and interest rates are likely to impact POS and mortgage growth going forward.

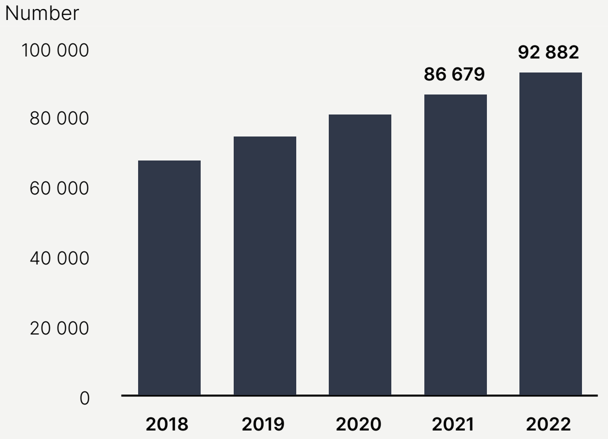
Loans and advances to customers*



Improved lending activity:

- The loan book grew 6.3% since 31 March 2021.
- During the year, advances to the listed commercial real estate sector that resided in Corporate and Institutional Banking were transferred to Private Banking. Excluding the transferred loans, the Private Banking loan book grew by 4.2%.
- Lending turnover was 27% higher than the prior year, and ahead of pre-COVID levels (31 March 2019).

Core client acquisition



Continued focus on client acquisition:

- Our core client base grew strongly, increasing by 7.2% in the financial year.
- Net new accounts opened increased by 11.2% year on year.

* Including own originated securitised assets, net of impairments and deferred fees.

Strategy execution:

- **Client acquisition:** Continued focus on client acquisition via focused strategies, initiatives and proactive client engagement. We are actively pursuing new and emerging professions.
- **Connectivity:** We have progressed our global collaborative partnerships within the Group to become a private bank, wealth and legacy partner to our clients. The launch of 'My Investments' has expanded access to wealth capabilities to a broader range of client, and our partnership with Investec Life helps ensure that our clients' legacies are protected. Approximately 10% of SA Private Bank core clients have UK private bank accounts.
- **Migration to AIRB:** We have made progress in our application to adopt the AIRB approach for the measurement of capital for certain portfolios which are currently on FIRB. On full adoption of AIRB, the CET1 ratio at 31 March 2022 would on a pro-forma basis increase by 200bps.
- **Funding:** Reducing cost of funding by continuing to grow retail deposits, including foreign currency and multi-currency accounts across all client segments.

PRIVATE BANKING
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2022	31 March 2021	Variance	% change	% change in Rands
Net interest income	274 895	218 806	56 089	25.6%	19.9%
Net fee and commission income	56 194	45 377	10 817	23.8%	18.6%
Investment income	15 967	933	15 034	>100.0%	>100.0%
Share of post-taxation profit/(loss) of associates and joint venture holdings	117	(372)	489	>100.0%	>100.0%
Trading income/(loss) arising from					
– customer flow	—	(43)	43	100.0%	100.0%
– balance sheet management and other trading activities	(145)	32	(177)	>100.0%	>100.0%
Other operating income	3	7	(4)	(57.1%)	(53.4%)
Total operating income before expected credit losses	**347 031**	**264 740**	**82 291**	**31.1%**	**25.2%**
Expected credit loss impairment charges	17 843	(915)	18 758	>100.0%	>100.0%
Operating income	**364 874**	**263 825**	**101 049**	**38.3%**	**32.5%**
Operating costs	(166 047)	(140 391)	(25 656)	18.3%	12.8%
Adjusted operating profit	**198 827**	**123 434**	**75 393**	**61.1%**	**55.1%**
Key income drivers					
ROE post-tax	16.7%	12.9%			
Cost to income ratio	47.8%	53.0%			
Growth in loans and advances to customers*	6.3%	2.2%			
Growth in risk-weighted assets^	(5.2%)	10.6%			

* Including own originated securitised assets.
^ Investec Limited obtained approval to adopt AIRB for the SME and Corporate models, effective 1 April 2021. Risk-weighted assets (RWA) for the current year are presented on an increased AIRB scope, while the prior year is calculated using FIRB.

Overview of financial performance (in Rands):
- Net interest income was 19.9% higher than the prior year due to higher average lending books and lower funding costs.
- Net fees increased 18.6% year on year given increased client activity, higher lending turnover (c.27% up) and POS (c.34% up), as well as increased FX turnover.
- Investment income increased significantly given a recovery in dividend income and certain investment realisations off a low base.
- Impairments declined due to limited default experience, good recoveries and reversals of certain Stage 3 ECLs raised in the prior year as exposures cured. Refer to page 99 for further information on the Group's asset quality.
- Operating costs increased 12.8% due to increased variable remuneration and inflationary salary increases. Discretionary expenditure was higher given increased business activity. Fixed costs were well contained. The cost to income ratio improved to 47.8% (2021: 53.0%) reflecting continued cost discipline.

Growth opportunities:
- **Target markets:** Continue to review and broaden existing target markets.
- **Digital investment platform:** The build out of 'My Investments' accessible through Investec Online continues. The digital platform provides private clients (not serviced by W&I) the ability to trade shares and invest in selected investments which will help us grow our capital light revenues over time. At 31 March 2022, there were 6 106 clients on the platform (2021: 4 119**) and FUM of R0.7 billion (2021: R0.4 billion**).
- **Entrenchment:** Continued focus on increasing share of clients' wallet. This means wrapping our arms around the client and leveraging off our unique offering which allows clients to bank and invest locally and in the UK, all in One Place™.
- **Investec Life:** Our cross sell opportunities with Investec Life include tailored life insurance products to protect clients with efficient and flexible insurance solutions.

** Restated.

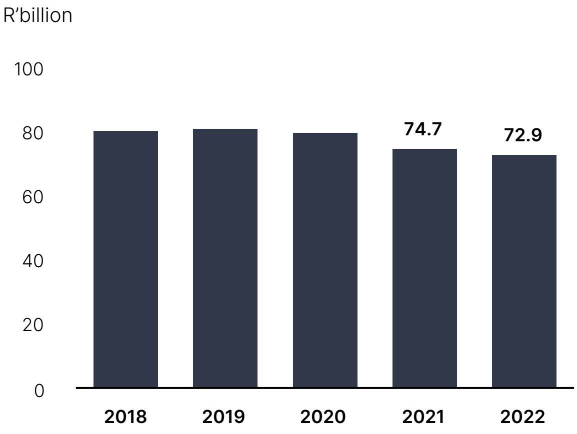
CORPORATE, INVESTMENT BANKING AND OTHER

Our Corporate and Investment Banking businesses have built powerful franchises among South Africa's leading corporates, SOEs, government, institutions and intermediaries. Our broad and international offering of financing, advice and structuring is built on enduring relationships, expertise and collaboration between teams. This pillar comprises: Corporate and Institutional Banking, Investec Life, Investec for Business, Investment Banking, Principal Investments, Investec Property (IPF management company) and certain centrally managed activities.

Performance highlights:

- Adjusted operating profit increased 33.6% to R3 060 million (2021: R2 290 million) year-on-year.
- Revenue increased 13.3%, largely as a result of increased activity levels across the business (including improved trade finance turnover) and lower funding costs. Higher lending and advisory fees, along with strong client flow trading was partially offset by lower deal fees in Investec Property.

Loans and advances to customers*



* Net of impairments and deferred fees.

Lending activity:

- The corporate loan book declined by 2.4% since year end, negatively impacted by elevated repayments as corporates used excess liquidity to pay down facilities.
- During the year, advances to the listed commercial real estate sector residing in Corporate and Institutional Banking of R4.1 billion were transferred to Private Banking. Excluding the transferred loans, corporate advances grew 3.3%.
- Growth in the lending book for FY2023 is expected to be driven largely by infrastructure financing and Investec for Business (IFB). This is dependent on improving business confidence and execution of government structural reforms.

Growth initiatives:

+8 064
31 Mar 2021: +6 231
Total policies issued to date – Investec Life

+1 317
31 Mar 2021: +539
Number of clients on Investec Business Online

+919
31 Mar 2021: +868
Investec for Business – number of clients

Ansarada Dealmakers Annual Awards 2021:

M&A Investment Advisors
2nd
Deal Flow

General Corporate Finance Sponsors
2nd
Deal Value and Volume

M&A – Sponsors
1st
Deal Flow

M&A – Sponsors
2nd
Deal Value

Global Trade Review (GTR) Awards 2022:

Best Deals Award
Sustainable Export Credit (Ghana Western Rail)

Social Export Credit in Healthcare (Ghana Western Regional Hospitals)

Inaugral GTR Industry Achievement
Award for co-chairing production of ICC White Paper on Sustainability in Export Finance

Africa Global Funds Service Providers Awards 2021:

Best Prime Services

Best Derivatives Clearing Provider

CORPORATE, INVESTMENT BANKING AND OTHER
CONTINUED

Income statement analysis and key income drivers

£'000	31 March 2022	31 March 2021	Variance	% change	% change in Rands
Net interest income	221 456	199 329	22 127	11.1%	5.8%
Net fee and commission income	115 361	91 049	24 312	26.7%	21.4%
Investment loss	(11 164)	(9 761)	(1 403)	14.4%	6.4%
Share of post-taxation profit/(loss) of associates and joint venture holdings	254	(1 097)	1 351	>100.0%	>100.0%
Trading income/(loss) arising from					
– customer flow	47 945	36 659	11 286	30.8%	24.9%
– balance sheet management and other trading activities	135	(7 728)	7 863	>100.0%	>100.0%
Other operating income	644	7 114	(6 470)	(90.9%)	(88.9%)
Total operating income before expected credit losses	**374 631**	**315 565**	**59 066**	**18.7%**	**13.3%**
Expected credit loss impairment charges	(20 910)	(24 942)	4 032	(16.2%)	(21.8%)
Operating income	**353 721**	**290 623**	**63 098**	**21.7%**	**16.3%**
Operating costs	(202 920)	(182 883)	(20 037)	11.0%	5.9%
Operating profit before goodwill, acquired intangibles and strategic actions	**150 801**	**107 740**	**43 061**	**40.0%**	**34.1%**
Profit attributable to non-controlling interests	(252)	309	(561)	(>100.0%)	(>100.0%)
Adjusted operating profit	**150 549**	**108 049**	**42 500**	**39.3%**	**33.6%**
Key income drivers					
ROE post-tax	8.2%	8.0%			
Cost to income ratio	54.2%	57.9%			
Growth in loans and advances to customers	(2.4%)	(6.2%)			
Growth in risk-weighted assets^	(13.5%)	(5.4%)			

^ Investec Limited obtained approval to adopt AIRB for the SME and Corporate models, effective 1 April 2021. Risk-weighted assets (RWA) for the current year are presented on an increased AIRB scope, while the prior year is calculated using FIRB.

Overview of financial performance (in Rands):

- Net interest income increased 5.8%, primarily driven by improved trade finance turnover and lower funding costs. The increase was partially offset by lower average lending books due to elevated repayments, particularly in the first half of the year.
- Net fees were 21.4% higher than the prior year. Corporate and Institutional Banking fees increased given higher lending turnover and increased FX trade volumes. Fees were also positively impacted by higher Corporate Finance advisory activity and increased lending turnover in IFB. The increase was partially offset by reduced deal activity in Investec Property.
- Investment losses and share of post-taxation loss from associates increased further from a loss of R208 million in the prior year to a loss of R222 million in the current year due to higher negative fair value (FV) adjustments on certain unlisted investments. This decrease was partially offset by lower property write-downs in the current year.
- Client flow trading was strong (up 24.9%) driven by market share gains in select markets, increased client flows and benefits arising from increased market volatility. Balance sheet management and other trading activities saw mark-to-market (MTM) gains on certain interest rate and currency swaps.
- Expected credit loss impairment charges decreased 21.8% due to lower specific impairments (net of reversals) and reduced portfolio impairments in line with muted book growth. Refer to page 99 for further information on the Group's asset quality.
- Operating costs increased 5.9% year-on-year. Fixed personnel costs increased as a result of salary increases, partially offset by a lower employee benefits liability for Ninety One shares. Variable remuneration increased in line with improved business performance. The cost to income ratio improved to 54.2% (2021: 57.9%).

Strategy execution:

- **Simplification:** Following the Group's exit from Australia, we continue to run-down the portion of the lending book sitting under Corporate and Institutional Banking in SA.
- **Investing for growth:** We continue to invest in our targeted growth opportunities, including trade finance, business transactional banking, IFB and export credit agency finance.

GROUP INVESTMENTS

We have separated these assets from our core banking activities in order to make a more meaningful assessment of the underlying performance and value of the franchise businesses, and at the same time provide transparency of the standalone values of the assets classified as Group Investments.

South African Investment Portfolio

Ninety One DLC	IEP Group Proprietary Limited	Investec Property Fund Limited	Other unlisted investments
c.10% shareholding	47.4% shareholding	24.3% shareholding	

Ninety One DLC (Ninety One)
In South Africa, Group Investments comprises Investec Limited's c.10% investment in Ninety One (formerly Investec Asset Management). At a DLC Group level, Investec has a 25% shareholding in Ninety One (remaining c.15% held in Investec plc – refer to page 80). We account for our combined 25% investment in Ninety One by applying equity accounting.

The table on the following page reflects the equity-accounted valuation of the investment in Ninety One Limited: £126.0 million at 31 March 2022. This differs to the market value of the c.10% stake held by Investec Limited which was £232.0 million (R4.5 billion) at 31 March 2022.

In November 2021, the Investec Group announced its decision to distribute a 15% holding in Ninety One to shareholders, whilst retaining an approximate 10% interest held by Investec plc. A General meeting was held on 28 April 2022, whereby shareholders were able to cast their vote to approve the distribution of Ninety One shares and associated distribution mechanism. The resolutions passed with a 99.9% or greater shareholder vote. The 15% distribution to shareholders is expected to be effective on 30 May 2022.

Thereafter, the South African investment portfolio will not include an investment in Ninety One.

IEP Group Proprietary Limited (IEP)
IEP is an investment holding company that was born out of the Investec Private Equity portfolio, which was sold to IEP in January 2016. Investec retained an interest in IEP as the major shareholder. Following the realisation of several investments, IEP now holds a controlling stake in the Bud Group. An integrated operational services, manufacturing and distribution group, Bud's scale, relevance and efficient, diversified business model positions it as a leader in its markets.

Bud has diversified growth businesses across four chosen platforms:

1. Chemicals and minerals

By combining the strengths of a number of focused group companies, Bud Chemicals and Minerals has established itself as a major operator in the industry of mining, manufacturing, importing, stocking and distribution of raw chemicals and minerals.

2. Industrial services

Bud Industrial Services was created by bringing together a number of South Africa's oldest and most established industrial brands including Concord Cranes, Goscor, Uni-span, Augusta Steel and Afrit.

3. Building materials

Corobrik has evolved into the major South African manufacturer of clay masonry products, paving and concrete earth retaining systems in the building materials industry.

4. Financial services

Assupol is a proudly South African insurance company in the financial services industry, with a history that dates back to 1913.

Investec holds a 47.4% stake in IEP and the investment is equity accounted with a value of £282.6 million (R5.4 billion) at 31 March 2022. During the period, Investec recognised equity-accounted earnings of £14.4 million (R288.0 million) in relation to this investment.

Investec Property Fund Limited (IPF)
IPF is a South African Real Estate Investment Trust (REIT) which listed on the Johannesburg Stock Exchange (JSE) in 2011. Its investment portfolio of R22.1 billion comprises direct and indirect real estate investments in South Africa and Europe.

In South Africa, IPF directly owns a sizeable portfolio of 85 properties in the retail, industrial and office sectors valued at R14.9 billion and a 35% interest in Izandla valued at R0.3 billion. 45% of IPF's balance sheet and 36% of earnings are derived from offshore investments. This comprises strategic property investments in Europe (R5.9 billion) where the manager has a presence on-the-ground with in-country expertise.

Investec has a 24.31% shareholding in IPF and consolidates the Fund with a net asset value of £712 million (R13.7 billion).

Investec Property (Pty) Ltd, a wholly owned subsidiary of Investec Limited, is the appointed asset manager of IPF.

Other unlisted investments
Investec holds certain other historical unlisted equity investments to the value of £38.0 million (R730 million).

Investec Australia Property Fund (IAPF)
Investec disposed of its 9.1% holding in IAPF in the second half of the prior financial year.

GROUP INVESTMENTS
CONTINUED

Portfolio breakdown and ROE

31 March 2022	Asset analysis £'000	Income analysis £'000	Asset analysis R'million	Income analysis R'million
Ninety One Limited	126 034	17 990	2 424	362
IEP Group Proprietary Limited (IEP)	282 648	14 438	5 437	288
Other unlisted investments^	37 962	(11 450)	730	(230)
Investec Property Fund*	170 901	9 720	3 283	196
Total exposures on balance sheet	**617 545**	**30 698**	**11 874**	**616**
Debt funded	278 854	(12 028)	5 360	(243)
Equity	338 691		6 514	
Total capital resources and funding	**617 545**		**11 874**	
Adjusted operating profit		**18 670**		**373**
Taxation		966		19
Operating profit after taxation		**19 636**		**392**
Risk-weighted assets	**2 509 048**		**48 262**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2022	338 691		6 514	
Ordinary shareholders' equity held on investment portfolio – 31 March 2021	290 773		6 250	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2022	314 732		6 382	
Post-tax return on adjusted average ordinary shareholders' equity 31 March 2022		**6.2%**		

31 March 2021	Asset analysis £'000	Income analysis £'000	Asset analysis R'million	Income analysis R'million
Ninety One Limited	125 920	13 508	2 564	284
IEP Group Proprietary Limited (IEP)	251 319	4 247	5 117	89
Other unlisted investments^	53 521	(1 732)	1 090	(36)
Investec Property Fund*	159 469	(1 597)	3 242	(35)
Investec Australia Property Fund**	—	10 688		228
Total exposures on balance sheet	**590 229**	**25 114**	**12 013**	**530**
Debt funded	299 456	(15 871)	5 763	(337)
Equity	290 773		6 250	
Total capital resources and funding	**590 229**		**12 013**	
Adjusted operating profit		**9 243**		**193**
Taxation		(676)		(15)
Operating profit after taxation		**8 567**		**178**
Risk-weighted assets	**2 705 752**		**58 382**	
Ordinary shareholders' equity held on investment portfolio – 31 March 2021	290 773		6 250	
Ordinary shareholders' equity held on investment portfolio – 31 March 2020	291 085		6 448	
Average ordinary shareholders' equity held on investment portfolio – 31 March 2021	290 929		6 349	
Post-tax return on adjusted average ordinary shareholders' equity 31 March 2021		**2.9%**		

^ Does not include equity investments residing in our corporate and private client businesses.
* The proportionate NAV consolidated for the Group's investment holding of 24.31% in the Investec Property Fund.
** The Group's holding in the Investec Australia Property Fund was disposed of in the second half of the financial year ended 31 March 2021.

GROUP INVESTMENTS
CONTINUED

Income statement analysis

£'000	31 March 2022	31 March 2021	Variance	% change	% change in Rands
Net interest expense	(38 172)	(43 295)	5 123	(11.8%)	(16.1%)
Net fee and commission income	50 060	45 340	4 720	10.4%	4.8%
Investment income	11 702	16 955	(5 253)	(31.0%)	(35.6%)
Share of post-taxation profit of associates and joint venture holdings	31 919	7 956	23 963	>100.0%	>100.0%
Trading income/(loss) arising from					
– customer flow	20 231	9 968	10 263	>100.0%	>100.0%
– balance sheet management and other trading activities	(14 625)	(22 508)	7 883	(35.0%)	(38.2%)
Total operating income before expected credit loss impairment charges	**61 115**	**14 416**	**46 699**	**>100.0%**	**>100.0%**
Expected credit loss impairment charges	(581)	(2 379)	1 798	(75.6%)	(77.3%)
Operating income	**60 534**	**12 037**	**48 497**	**>100.0%**	**>100.0%**
Operating costs	(1 946)	(2 096)	150	(7.2%)	(8.5%)
Operating profit before goodwill, acquired intangibles and strategic actions	**58 588**	**9 941**	**48 647**	**>100.0%**	**>100.0%**
Profit attributable to non-controlling interests	(39 918)	(698)	(39 220)	(>100.0%)	(>100.0%)
Adjusted operating profit	**18 670**	**9 243**	**9 427**	**>100.0%**	**>100.0%**

Factors driving the performance in the period under review:

- Net interest expense was lower than the prior period, mainly due to IPF's reduced funding costs following the sale of certain investments
- The increase in net fee and commission income (comprising rental income earned by IPF) was driven by fewer COVID-19 related concessions and an overall recovery in the sector
- Investment income in the current period was positively impacted by revaluation adjustments on IPF's European Logistics portfolio and sale of the European Light Industrial portfolio, lower negative revaluation adjustments on IPF's South African portfolio, and negatively impacted by fair value write-downs on some of the Group's equity investments. The prior period included mark-to-market gains on the Group's holding in IAPF which were offset by negative revaluation adjustments on IPF's investment properties
- Share of post-taxation profit of associates and joint venture holdings increased significantly due to improved performance of the underlying investee companies in the IEP Group and higher earnings from Ninety One. The prior period included negative fair value adjustments in IPF's UK associate investment
- The net trading income arising from customer flow, balance sheet management and other trading activities is primarily driven by fair value gains on derivative instruments in IPF and negative FX revaluations on Euro-denominated investments in IPF. The prior period included negative mark-to-market adjustments on interest rate hedge positions in IPF and on currency hedges related to the Group's investment in IAPF
- ECL impairment charges declined, reflecting lower bad debt provisions on rental debtors raised in IPF
- Non-controlling interests comprises the 75.69% shareholding in IPF that is not held by the Investec Group.

Risk disclosures

IN THIS SECTION

MACRO-ECONOMIC SCENARIOS AND KEY JUDGEMENTS

Macro-economic scenarios

UK and Other

For Investec plc, four macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, an upside case and two downside cases. The table below shows the key factors that form part of the UK and Other macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 31 March 2022. The scenario weightings have been calibrated to take into account the risks to the outlook as a result of developments in the Russian invasion of Ukraine, considering the potential impact on key economic variables such as inflation and growth.

Taking into account the current macro-economic environment, adjustments have been made to the composition of the downside scenarios. In the first half of the financial year, an inflation scenario was introduced to capture the emergence of risks related to rising prices which anticipates UK CPI inflation peaking at 11.1% in the forth quarter of 2022. This scenario replaced the fiscal crisis scenario which was used at 31 March 2021. Additionally, since 30 September 2021 the L-shape has been replaced with a global shock scenario encapsulating a synchronised worldwide economic downturn.

	Base case					**At 31 March 2022 average 2022 – 2027**			
Macro-economic scenarios %	2022/2023	2023/2024	2024/2025	2025/2026	2026/2027	**Upside**	**Base case**	**Downside 1 inflation**	**Downside 2 global shock**
UK									
GDP growth	2.4	2.1	1.6	1.6	1.6	2.6	1.9	0.8	0.3
Unemployment rate	3.8	3.7	3.7	3.7	3.7	3.3	3.7	5.4	6.4
CPI inflation	7.9	2.2	1.6	2.0	2.0	2.4	3.1	3.2	1.6
House price growth	5.9	1.6	2.3	2.4	2.4	3.5	2.9	1.5	(3.6)
Bank of England – bank rate (end year)	1.5	2.0	2.0	2.0	2.0	1.8	1.9	2.0	(0.2)
Euro area									
GDP growth	3.0	2.7	1.8	1.6	1.6	2.8	2.1	1.1	0.1
US									
GDP growth	3.0	2.1	1.8	1.8	1.8	3.1	2.1	1.4	0.6
Scenario weightings			**45**			**10**	**45**	**30**	**15**

South Africa

For Investec Limited, five macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, two upside cases and two downside cases. The table below shows the key factors that form part of the South African macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 31 March 2022.

As at 31 March 2022 all five scenarios were updated to incorporate the latest available data. The upwards revision on the base case scenario weighting to 51% from 48% as at 31 March 2021 is mainly due to the improvement in government finances in the period.

	Base case					**At 31 March 2022 average 2022 – 2027**				
Macro-economic scenarios %	2022/2023	2023/2024	2024/2025	2025/2026	2026/2027	**Extreme up case**	**Up case**	**Base case**	**Lite down case**	**Severe down case**
South Africa										
GDP growth	1.9	2.2	2.3	2.6	2.9	6.1	4.4	2.4	1.0	(0.6)
Repo rate	4.9	5.8	6.3	6.5	6.5	3.9	4.6	6.0	6.5	7.5
Bond yield	10.0	9.9	9.6	9.6	9.6	7.9	9.1	9.7	10.4	11.8
CPI inflation	5.3	4.5	4.7	5.0	5.0	3.8	4.4	4.9	5.6	6.9
Residential property price growth	4.6	4.6	4.9	5.1	5.1	7.4	6.3	4.8	4.0	2.5
Commercial property price growth	(2.4)	0.1	1.2	2.0	2.6	5.9	1.8	0.7	(1.4)	(2.6)
Exchange rate (South African Rand:US Dollar)	15.1	15.4	15.7	15.9	16.0	12.5	14.2	15.6	16.9	19.9
Scenario weightings			**51**			**1**	**2**	**51**	**40**	**6**

MACRO-ECONOMIC SCENARIOS AND KEY JUDGEMENTS
CONTINUED

Key judgements at 31 March 2022

UK and Other

At 31 March 2022, the revised macro-economic scenarios result in an increase of ECL on the performing book as a result of increased weightings to worsened downside scenarios as well as the increased risk of inflation within all scenarios. There remains a significant amount of economic uncertainty and, given the events currently taking place that have not taken place over the models' history, significant model performance uncertainty. To ensure that the overall level of ECL was reasonable and that the judgements applied had been suitably tested, management reviewed the overall output of ECLs and considered a number of alternative assumptions. As a result, despite the decreasing concerns with respect to the COVID-19 pandemic (relative to 31 March 2021), an ECL overlay is still considered appropriate.

The management ECL overlay totals £16.8 million at 31 March 2022 (£16 million at 31 March 2021; £21 million at 30 September 2021). This is a £4.2 million release since 30 September 2021 to reflect the increased modelled ECL given greater downside weighting as well as the reducing impact that the COVID-19 pandemic has on management's underlying assumptions offset by the increasing impact of greater global uncertainty with respect to the Russian invasion of Ukraine, as well as wider supply chain issues. The management ECL overlay seeks to capture the significant level of judgement required in the application of the macro-economic scenarios as well as the ongoing uncertainty in the UK and global operating environment that is not currently captured completely by modelled outputs.

The combined result of the changes to macro-economic scenarios, in-model adjustments and management ECL overlays over the year equate to a neutral effect of ECL impairment charge across Stage 1 and 2. Taken together with specific impairments in the period and run-rate ECL charges on the performing books results in the UK bank reporting a £25 million ECL impairment charge.

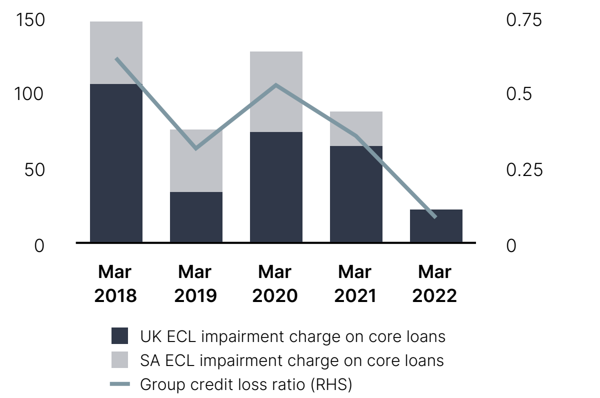
South Africa

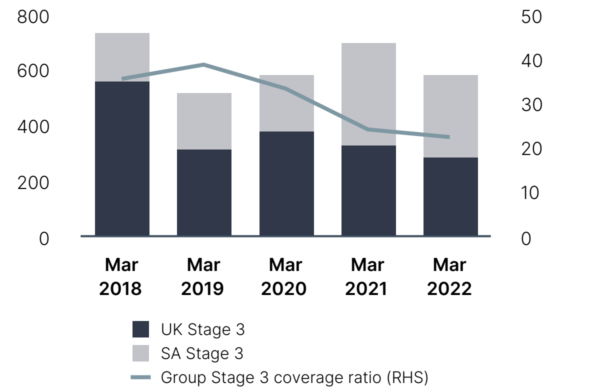
After careful review of portfolio performance, the current design of the ECL models and updated published market data, management revised the ECL overlay of R290 million at 31 March 2021 to R219 million at 31 March 2022 in the Private Bank portfolio.

As in the prior year, the overlay represents a post-model adjustment designed to account for emerging risks identified for categories of borrowers within the commercial real estate (R189 million) and mortgage portfolios (R30 million). Relevant emerging risks include the reducing risk profile of the COVID-19 pandemic, counterbalanced by increasing social and geopolitical risks. Management believes that these emerging risks are not adequately represented by the historic data used to populate the ECL models. The management ECL overlay was calculated with reference to published market data that best represents the possible exposure to these emerging risks. Stage 3 ECLs continue to be assessed using a combination of scenario analysis, informed by expert judgement and modelled ECL. Management will continue to review the need and basis of calculation for the overlay given the evolving situation and significant uncertainty faced with respect to the economic outlook.

ASSET QUALITY

An analysis of gross core loans, asset quality and ECL





Our disciplined approach to lending is reflected in the asset quality metrics of our core loans. The Group reported a credit loss ratio of 0.08% at 31 March 2022, down from 0.35% reported at 31 March 2021. The credit loss ratio is well below 'through-the-cycle' levels, predominantly due to a limited number of specific impairments, and in South Africa the partial release of management ECL overlay, improvement of the macro-economic outlook, the reversal of certain prior year specific provisions and higher post write-off recoveries.

Stage 3 loans improved from 2.7% at 31 March 2021 to 2.0% of gross core loans subject to ECL at 31 March 2022. Stage 1 and 2 coverage remains elevated reflecting ongoing uncertainty in the macro-economic environment. Stage 3 coverage reduced due to certain exits (and requisite write-offs) of previously provided for exposures.

	UK and Other		Southern Africa		Total Group	
£'million	**31 March 2022**	31 March 2021	**31 March 2022**	31 March 2021	**31 March 2022**	31 March 2021
Gross core loans	**14 557**	**12 501**	**15 651**	**14 241**	**30 208**	**26 742**
Gross core loans at FVPL (excluding fixed rate loans)	609	512	80	77	689	589
Gross core loans subject to ECL^	**13 948**	**11 989**	**15 571**	**14 164**	**29 519**	**26 153**
Stage 1	12 665	10 415	14 363	13 064	27 028	23 479
Stage 2	992	1 242	915	735	1 907	1 977
of which past due greater than 30 days	28	90	17	13	45	103
Stage 3	291	332	293	365	584	697
of which Ongoing (excluding Legacy) Stage 3#	240	231	293	365	533	596
ECL	**(134)**	**(170)**	**(140)**	**(134)**	**(274)**	**(304)**
Stage 1	(32)	(27)	(45)	(49)	(77)	(76)
Stage 2	(35)	(42)	(33)	(20)	(68)	(62)
Stage 3	(67)	(101)	(62)	(65)	(129)	(166)
of which Ongoing (excluding Legacy) Stage 3#	(40)	(62)	(62)	(65)	(102)	(127)
Coverage ratio						
Stage 1 and 2	0.5%	0.6%	0.5%	0.5%	0.5%	0.5%
Stage 3	23.0%	30.4%	21.2%	17.8%	22.1%	23.8%
of which Ongoing (excluding Legacy) Stage 3#	16.7%	26.8%	21.2%	17.8%	19.1%	21.3%
Total coverage ratio	1.0%	1.4%	0.9%	0.9%	0.9%	1.2%
Credit loss ratio	**0.17%**	**0.56%**	**0.00%**	**0.18%**	**0.08%**	**0.35%**
ECL impairment charges on core loans	(22)	(65)	(1)	(24)	(23)	(89)
Average gross core loans subject to ECL	12 969	11 691	14 871	13 624	27 840	25 315

^ Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis. These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. The drawn (£1.0 billion) exposure falls predominantly into Stage 1 (consistent throughout the period) (31 March 2021: £1.1 billion). The ECL on the portfolio is £3.9 million (31 March 2021: £5.2 million).

Refer to definitions on page 131. Our exposure (net of ECL) to the UK Legacy portfolio has reduced from £84 million at 31 March 2021 to £43 million at 31 March 2022. These assets are substantially impaired and are largely reported under Stage 3.

ASSET QUALITY
CONTINUED

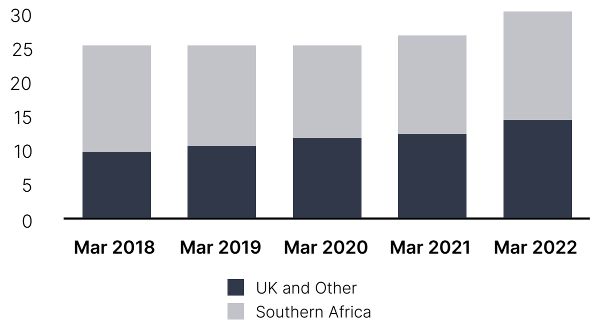
The Group's net core loan book increased to £29.9 billion, 10.0% growth in neutral currency.

In the UK, growth was driven by the private client residential mortgage portfolio as well as corporate client lending portfolios across multiple asset classes.

In South Africa the net core loan growth was mainly due to increased activity in the high net worth and other private client lending portfolio.

Gross core loans by geography

£'billion



An analysis of core loans by risk category – Total Group

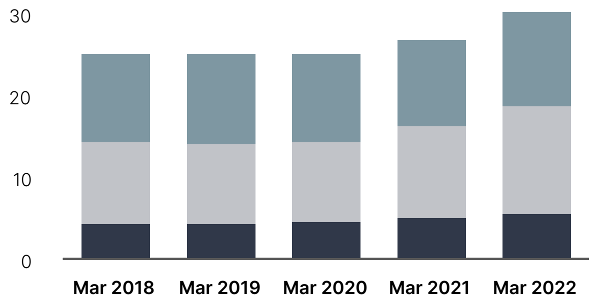
£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2022						
Commercial real estate	3 789	(13)	0.34%	379	(12)	3.2%
Residential real estate	968	(3)	0.31%	85	(1)	1.2%
Total lending collateralised by property	**4 757**	**(16)**	**0.34%**	**464**	**(13)**	**2.8%**
Mortgages	8 160	(5)	0.06%	312	(9)	2.9%
High net worth and specialised lending	4 585	(14)	0.31%	77	(2)	2.6%
Total high net worth and other private client lending	**12 745**	**(19)**	**0.15%**	**389**	**(11)**	**2.8%**
Corporate and acquisition finance	4 186	(21)	0.50%	535	(29)	5.4%
Asset-based lending	352	(1)	0.28%	27	—	—%
Fund finance	1 582	(2)	0.13%	18	—	—%
Other corporate and financial institutions and governments	544	(2)	0.37%	37	(2)	5.4%
Asset finance*	2 025	(11)	0.54%	368	(10)	2.7%
Aviation finance	174	(2)	1.15%	17	(1)	5.9%
Power and infrastructure finance	663	(3)	0.45%	52	(2)	3.8%
Resource finance	—	—	—%	—	—	—%
Total corporate and other lending	**9 526**	**(42)**	**0.44%**	**1 054**	**(44)**	**4.2%**
Total core loans	**27 028**	**(77)**	**0.28%**	**1 907**	**(68)**	**3.6%**
At 31 March 2021						
Commercial real estate	3 403	(11)	0.32%	273	(7)	2.6%
Residential real estate	991	(2)	0.20%	23	—	—%
Total lending collateralised by property	**4 394**	**(13)**	**0.30%**	**296**	**(7)**	**2.4%**
Mortgages	6 865	(7)	0.10%	252	(7)	2.8%
High net worth and specialised lending	4 039	(14)	0.35%	83	(2)	2.4%
Total high net worth and other private client lending	**10 904**	**(21)**	**0.19%**	**335**	**(9)**	**2.7%**
Corporate and acquisition finance	3 280	(18)	0.55%	651	(25)	3.8%
Asset-based lending	206	(2)	0.97%	119	(3)	2.5%
Fund finance	1 551	(4)	0.26%	57	—	—%
Other corporate and financial institutions and governments	587	(2)	0.34%	26	—	—%
Asset finance*	1 730	(12)	0.69%	295	(12)	4.1%
Aviation finance	141	(1)	0.71%	95	(2)	2.1%
Power and infrastructure finance	658	(3)	0.46%	103	(4)	3.9%
Resource finance	28	—	—%	—	—	—%
Total corporate and other lending	**8 181**	**(42)**	**0.51%**	**1 346**	**(46)**	**3.4%**
Total core loans	**23 479**	**(76)**	**0.32%**	**1 977**	**(62)**	**3.1%**

* Comprises small ticket asset finance, motor finance and other large ticket asset finance, excluding aviation finance now reported separately.

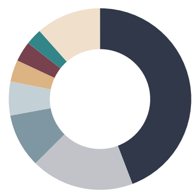
ASSET QUALITY
CONTINUED

Gross core loans by risk category

£'billion



Gross core loans by industry



	Mar 2022	Mar 2021
High net worth and other professional individuals	44.2%	42.6%
Lending collateralised by property – largely to private clients	18.3%	18.9%
Finance and insurance	9.6%	9.0%
Business services	6.0%	5.8%
Manufacturing and commerce	3.9%	4.2%
Electricity, gas and water (utility services)	3.6%	3.9%
Transport	2.9%	3.7%
Other	11.5%	11.9%

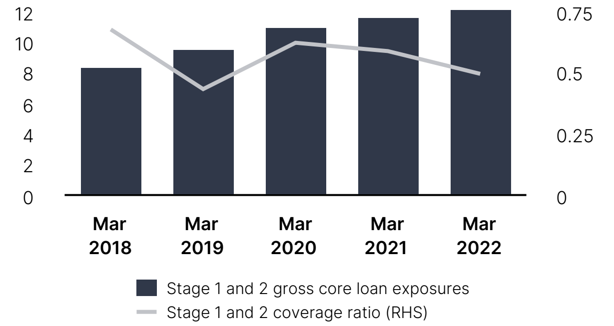
Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
175	(37)	21.1%	4 343	(62)	1.4%	46	4 327
46	(16)	34.8%	1 099	(20)	1.8%	29	1 108
221	**(53)**	**24.0%**	**5 442**	**(82)**	**1.5%**	**75**	**5 435**
118	(15)	12.7%	8 590	(29)	0.3%	25	8 586
82	(10)	12.2%	4 744	(26)	0.5%	3	4 721
200	**(25)**	**12.5%**	**13 334**	**(55)**	**0.4%**	**28**	**13 307**
75	(23)	30.7%	4 796	(73)	1.5%	205	4 928
—	—	—%	379	(1)	0.3%	12	390
—	—	—%	1 600	(2)	0.1%	44	1 642
4	(1)	25.0%	585	(5)	0.9%	11	591
43	(25)	58.1%	2 436	(46)	1.9%	—	2 390
—	—	—%	191	(3)	1.6%	244	432
41	(2)	4.9%	756	(7)	0.9%	70	819
—	—	—%	—	—	—%	—	—
163	**(51)**	**31.3%**	**10 743**	**(137)**	**1.3%**	**586**	**11 192**
584	**(129)**	**22.1%**	**29 519**	**(274)**	**0.9%**	**689**	**29 934**
245	(38)	15.5%	3 921	(56)	1.4%	19	3 884
78	(30)	38.5%	1 092	(32)	2.9%	11	1 071
323	**(68)**	**21.1%**	**5 013**	**(88)**	**1.8%**	**30**	**4 955**
84	(17)	20.2%	7 201	(31)	0.4%	—	7 170
74	(17)	23.0%	4 196	(33)	0.8%	7	4 170
158	**(34)**	**21.5%**	**11 397**	**(64)**	**0.6%**	**7**	**11 340**
97	(21)	21.6%	4 028	(64)	1.6%	164	4 128
—	—	—%	325	(5)	1.5%	14	334
—	—	—%	1 608	(4)	0.2%	48	1 652
3	(1)	33.3%	616	(3)	0.5%	17	630
83	(38)	45.8%	2 108	(62)	2.9%	—	2 046
8	(3)	37.5%	244	(6)	2.5%	262	500
25	(1)	4.0%	786	(8)	1.0%	47	825
—	—	—%	28	—	—%	—	28
216	**(64)**	**29.6%**	**9 743**	**(152)**	**1.6%**	**552**	**10 143**
697	**(166)**	**23.8%**	**26 153**	**(304)**	**1.2%**	**589**	**26 438**

ASSET QUALITY
CONTINUED

In the UK, net core loans grew to £14.4 billion (31 March 2021: £12.3 billion). The overall asset quality improved as Stage 3 gross core loan exposure decreased from £332 million at 31 March 2021 to £291 million or 2.1% of gross core loans subject to ECL at 31 March 2022.

Notwithstanding the partial release in management ECL overlay during the second half of the year, the overall coverage for Stage 1 and Stage 2 remains elevated at 31 March 2022, reflecting the ongoing uncertainty and deterioration of forward-looking macro-economic scenarios, particularly with respect to inflation.

UK Stage 1 and 2 gross core loan exposures and coverage



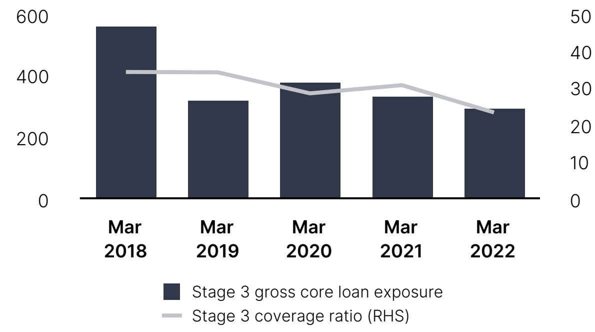
An analysis of core loans by risk category – UK and Other

£'million	Stage 1 Gross exposure subject to ECL	Stage 1 ECL	Stage 1 Coverage	Stage 2 Gross exposure subject to ECL	Stage 2 ECL	Stage 2 Coverage
At 31 March 2022						
Commercial real estate	1 334	(3)	0.22%	152	(6)	3.9%
Residential real estate	676	(2)	0.30%	3	—	—%
Total lending collateralised by property	**2 010**	**(5)**	**0.25%**	**155**	**(6)**	**3.9%**
Mortgages	3 995	(1)	0.03%	86	—	—%
High net worth and specialised lending	938	(2)	0.21%	42	(1)	2.4%
Total high net worth and other private client lending	**4 933**	**(3)**	**0.06%**	**128**	**(1)**	**0.8%**
Corporate and acquisition finance	1 528	(7)	0.46%	207	(13)	6.3%
Asset-based lending	352	(1)	0.28%	27	—	—%
Fund finance	1 194	(1)	0.08%	18	—	—%
Other corporate and financial institutions and governments	379	(2)	0.53%	37	(2)	5.4%
Asset finance	1 811	(10)	0.55%	363	(10)	2.8%
Aviation finance	96	(1)	1.04%	10	(1)	10.0%
Power and infrastructure finance	362	(2)	0.55%	47	(2)	4.3%
Resource finance	—	—	—%	—	—	—%
Total corporate and other lending	**5 722**	**(24)**	**0.42%**	**709**	**(28)**	**3.9%**
Total core loans	**12 665**	**(32)**	**0.25%**	**992**	**(35)**	**3.5%**
At 31 March 2021						
Commercial real estate	1 126	—	—%	134	(4)	3.0%
Residential real estate	614	—	—%	12	—	—%
Total lending collateralised by property	**1 740**	**—**	**—%***	**146**	**(4)**	**2.7%**
Mortgages	3 103	(1)	0.03%	74	—	—%
High net worth and specialised lending	832	(1)	0.12%	31	(1)	3.2%
Total high net worth and other private client lending	**3 935**	**(2)**	**0.05%**	**105**	**(1)**	**1.0%**
Corporate and acquisition finance	1 000	(7)	0.70%	336	(17)	5.1%
Asset-based lending	206	(2)	0.97%	119	(3)	2.5%
Fund finance	1 176	(2)	0.17%	57	—	—%
Other corporate and financial institutions and governments	422	(2)	0.47%	18	—	—%
Asset finance	1 527	(10)	0.65%	284	(11)	3.9%
Aviation finance	30	—	—%	95	(2)	2.1%
Power and infrastructure finance	351	(2)	0.57%	82	(4)	4.9%
Resource finance	28	—	—%	—	—	—%
Total corporate and other lending	**4 740**	**(25)**	**0.53%**	**991**	**(37)**	**3.7%**
Total core loans	**10 415**	**(27)**	**0.26%**	**1 242**	**(42)**	**3.4%**

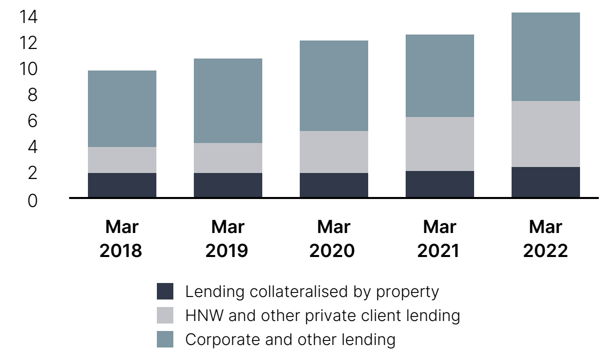
* Coverage ratios in this table are shown on a rounded basis. Unrounded, the lending collateralised by property Stage 1 coverage ratio is 0.04%.

ASSET QUALITY
CONTINUED

UK Stage 3 gross core loan exposure and coverage



UK gross core loans by risk category



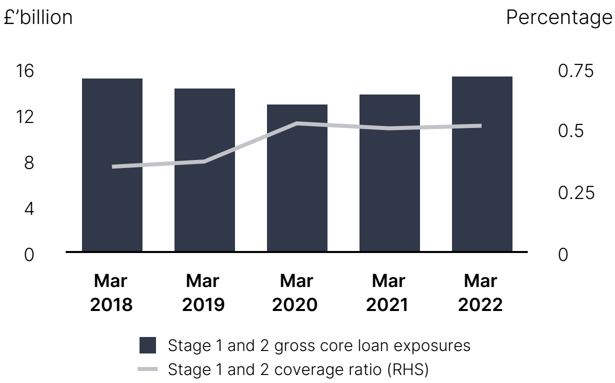
Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
105	(21)	20.0%	1 591	(30)	1.9%	46	1 607
34	(16)	47.1%	713	(18)	2.5%	29	724
139	**(37)**	**26.6%**	**2 304**	**(48)**	**2.1%**	**75**	**2 331**
57	(4)	7.0%	4 138	(5)	0.1%	25	4 158
6	(2)	33.3%	986	(5)	0.5%	3	984
63	**(6)**	**9.5%**	**5 124**	**(10)**	**0.2%**	**28**	**5 142**
10	(1)	10.0%	1 745	(21)	1.2%	125	1 849
—	—	—%	379	(1)	0.3%	12	390
—	—	—%	1 212	(1)	0.1%	44	1 255
3	(1)	33.3%	419	(5)	1.2%	11	425
35	(20)	57.1%	2 209	(40)	1.8%	—	2 169
—	—	—%	106	(2)	1.9%	244	348
41	(2)	4.9%	450	(6)	1.3%	70	514
—	—	—%	—	—	—%	—	—
89	**(24)**	**27.0%**	**6 520**	**(76)**	**1.2%**	**506**	**6 950**
291	**(67)**	**23.0%**	**13 948**	**(134)**	**1.0%**	**609**	**14 423**
137	(25)	18.2%	1 397	(29)	2.1%	19	1 387
73	(29)	39.7%	699	(29)	4.1%	11	681
210	**(54)**	**25.7%**	**2 096**	**(58)**	**2.8%**	**30**	**2 068**
16	(2)	12.5%	3 193	(3)	0.1%	—	3 190
2	(1)	50.0%	865	(3)	0.3%	7	869
18	**(3)**	**16.7%**	**4 058**	**(6)**	**0.1%**	**7**	**4 059**
12	(4)	33.3%	1 348	(28)	2.1%	87	1 407
—	—	—%	325	(5)	1.5%	14	334
—	—	—%	1 233	(2)	0.2%	48	1 279
3	(1)	33.3%	443	(3)	0.7%	17	457
58	(36)	62.1%	1 869	(57)	3.0%	—	1 812
6	(2)	33.3%	131	(4)	3.1%	262	389
25	(1)	4.0%	458	(7)	1.5%	47	498
—	—	—%	28	—	—%	—	28
104	**(44)**	**42.3%**	**5 835**	**(106)**	**1.8%**	**475**	**6 204**
332	**(101)**	**30.4%**	**11 989**	**(170)**	**1.4%**	**512**	**12 331**

ASSET QUALITY
CONTINUED

In South Africa, net core loans increased 3.9% in Rands mainly due to increased activity in the high net worth and other private client lending portfolio.

Stage 2 exposures increased to 5.9% of gross core loans subject to ECL at 31 March 2022 (31 March 2021: 5.2%) mainly due to certain single name exposures migrating from Stage 3. Stage 3 has reduced to 1.9% of gross core loans subject to ECL at 31 March 2022 (31 March 2021: 2.6%), as a result of these migrations as well as certain settlements.

SA Stage 1 and 2 gross core loan exposures and coverage



An analysis of core loans by risk category – Southern Africa

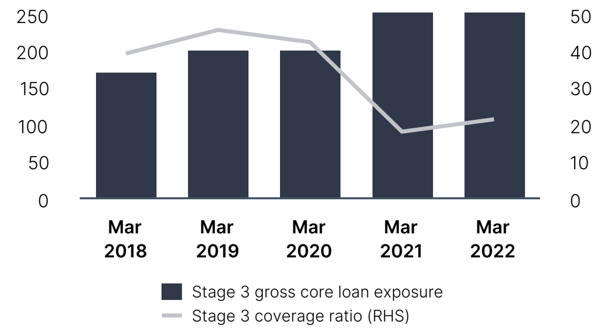
	Stage 1			Stage 2		
£'million	Gross exposure subject to ECL	ECL	Coverage	Gross exposure subject to ECL	ECL	Coverage
At 31 March 2022						
Commercial real estate	2 455	(10)	0.41%	227	(6)	2.6%
Residential real estate	292	(1)	0.34%	82	(1)	1.2%
Total lending collateralised by property	**2 747**	**(11)**	**0.40%**	**309**	**(7)**	**2.3%**
Mortgages	4 165	(4)	0.10%	226	(9)	4.0%
High net worth and specialised lending*	3 647	(12)	0.33%	35	(1)	2.9%
Total high net worth and other private client lending	**7 812**	**(16)**	**0.20%**	**261**	**(10)**	**3.8%**
Corporate and acquisition finance	2 658	(14)	0.53%	328	(16)	4.9%
Fund finance	388	(1)	0.26%	—	—	—%
Financial institutions and governments	165	—	—%	—	—	—%
Asset finance	214	(1)	0.47%	5	—	—%
Aviation finance^	78	(1)	1.28%	7	—	—%
Power and infrastructure finance	301	(1)	0.33%	5	—	—%
Resource finance	—	—	—%	—	—	—%
Total corporate and other lending	**3 804**	**(18)**	**0.47%**	**345**	**(16)**	**4.6%**
Total core loans	**14 363**	**(45)**	**0.31%**	**915**	**(33)**	**3.6%**
At 31 March 2021						
Commercial real estate	2 277	(11)	0.48%	139	(3)	2.2%
Residential real estate	377	(2)	0.53%	11	—	—%
Total lending collateralised by property	**2 654**	**(13)**	**0.49%**	**150**	**(3)**	**2.0%**
Mortgages	3 762	(6)	0.16%	178	(7)	3.9%
High net worth and specialised lending*	3 207	(13)	0.41%	52	(1)	1.9%
Total high net worth and other private client lending	**6 969**	**(19)**	**0.27%**	**230**	**(8)**	**3.5%**
Corporate and acquisition finance	2 280	(11)	0.48%	315	(8)	2.5%
Fund finance	375	(2)	0.53%	—	—	—%
Financial institutions and governments	165	—	—%	8	—	—%
Asset finance	203	(2)	0.99%	11	(1)	9.1%
Aviation finance^	111	(1)	0.90%	—	—	—%
Power and infrastructure finance	307	(1)	0.33%	21	—	—%
Resource finance	—	—	—%	—	—	—%
Total corporate and other lending	**3 441**	**(17)**	**0.49%**	**355**	**(9)**	**2.5%**
Total core loans	**13 064**	**(49)**	**0.38%**	**735**	**(20)**	**2.7%**

* 58% of high net worth and specialised lending (31 March 2021: 56%) relates to lending collateralised by property which is supported by high net worth clients.

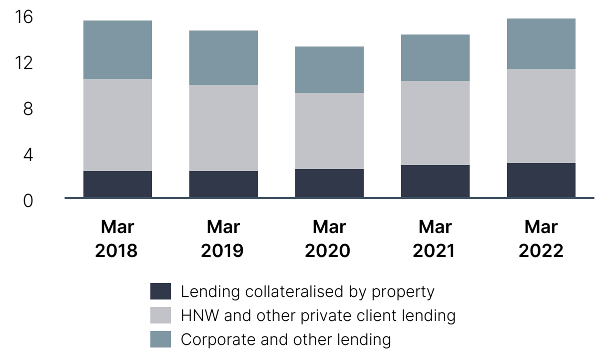
^ There are additional aviation exposures of £33 million (31 March 2021: £58 million) in Corporate and acquisition finance and £11 million (31 March 2021: £45 million) in Financial institutions and governments.

ASSET QUALITY
CONTINUED

SA Stage 3 gross core loan exposure and coverage



SA gross core loans by risk category



Stage 3			Total				
Gross exposure subject to ECL	ECL	Coverage	**Gross exposure subject to ECL**	**ECL**	**Coverage**	**Gross core loans at FVPL (not subject to ECL)**	**Net core loans**
70	(16)	22.9%	2 752	(32)	1.2%	—	2 720
12	—	—%	386	(2)	0.5%	—	384
82	**(16)**	**19.5%**	**3 138**	**(34)**	**1.1%**	**—**	**3 104**
61	(11)	18.0%	4 452	(24)	0.5%	—	4 428
76	(8)	10.5%	3 758	(21)	0.6%	—	3 737
137	**(19)**	**13.9%**	**8 210**	**(45)**	**0.5%**	**—**	**8 165**
65	(22)	33.8%	3 051	(52)	1.7%	80	3 079
—	—	—%	388	(1)	0.3%	—	387
1	—	—%	166	—	—%	—	166
8	(5)	62.5%	227	(6)	2.6%	—	221
—	—	—%	85	(1)	1.2%	—	84
—	—	—%	306	(1)	0.3%	—	305
—	—	—%	—	—	—%	—	—
74	**(27)**	**36.5%**	**4 223**	**(61)**	**1.4%**	**80**	**4 242**
293	**(62)**	**21.2%**	**15 571**	**(140)**	**0.9%**	**80**	**15 511**
108	(13)	12.0%	2 524	(27)	1.1%	—	2 497
5	(1)	20.0%	393	(3)	0.8%	—	390
113	**(14)**	**12.4%**	**2 917**	**(30)**	**1.0%**	**—**	**2 887**
68	(15)	22.1%	4 008	(28)	0.7%	—	3 980
72	(16)	22.2%	3 331	(30)	0.9%	—	3 301
140	**(31)**	**22.1%**	**7 339**	**(58)**	**0.8%**	**—**	**7 281**
85	(17)	20.0%	2 680	(36)	1.3%	77	2 721
—	—	—%	375	(2)	0.5%	—	373
—	—	—%	173	—	—%	—	173
25	(2)	8.0%	239	(5)	2.1%	—	234
2	(1)	50.0%	113	(2)	1.8%	—	111
—	—	—%	328	(1)	0.3%	—	327
—	—	—%	—	—	—%	—	—
112	**(20)**	**17.9%**	**3 908**	**(46)**	**1.2%**	**77**	**3 939**
365	**(65)**	**17.8%**	**14 164**	**(134)**	**0.9%**	**77**	**14 107**

ASSET QUALITY
CONTINUED

An analysis of staging and ECL movements on core loans subject to ECL

The tables below indicate underlying movements in gross core loans subject to ECL from 31 March 2021 to 31 March 2022. The transfers between stages of gross core loans indicate the impact of stage transfers upon the gross exposure and associated opening ECL. The transfers into Stage 1 were almost all driven by the weighted economic outlook and underlying macro-economic factors. In South Africa, the migration of certain exposures resulted in the decrease in Stage 3 and increase in Stage 2. In the UK, there was a normalisation of transfers into Stage 3 as a proportion of the opening book, following very limited defaults during the period to 31 March 2021, supported in part by the UK Government measures in place.

The net remeasurement of ECL arising from stage transfers represents the (increase)/decrease in ECL due to these transfers. New lending net of repayments comprises new originations, further drawdowns, repayments and sell-downs as well as ECLs in Stage 3 that have been written off, typically when an asset has been sold.

The ECL impact of changes to risk parameters and models during the year largely relate to the changes in the macro-economic scenarios as well as the release of certain overlays in South Africa. The foreign exchange and other category largely comprises the impact on the closing balance as a result of movements and translations in foreign exchange rates since 31 March 2021.

UK and Other

	Stage 1		Stage 2		Stage 3		Total	
£'million	Gross exposure	ECL	Gross exposure	ECL	Gross exposure	ECL	**Gross exposure**	**ECL**
At 31 March 2021	**10 415**	**(27)**	**1 242**	**(42)**	**332**	**(101)**	**11 989**	**(170)**
Transfer from Stage 1	(433)	1	379	(1)	54	—	—	—
Transfer from Stage 2	397	(6)	(473)	8	76	(2)	—	—
Transfer from Stage 3	1	—	3	—	(4)	—	—	—
ECL remeasurement arising from transfer of stage	—	3	—	(3)	—	(9)	—	(9)
New lending net of repayments (includes assets written off)	2 253	(3)	(163)	5	(167)	45	1 923	47
Changes to risk parameters and models	—	—	—	(2)	—	—	—	(2)
Foreign exchange and other	32	—	4	—	—	—	36	—
At 31 March 2022	**12 665**	**(32)**	**992**	**(35)**	**291**	**(67)**	**13 948**	**(134)**

Southern Africa

	Stage 1		Stage 2		Stage 3		Total	
£'million	Gross exposure	ECL	Gross exposure	ECL	Gross exposure	ECL	**Gross exposure**	**ECL**
At 31 March 2021	**13 064**	**(49)**	**735**	**(20)**	**365**	**(65)**	**14 164**	**(134)**
Transfer from Stage 1	(431)	2	403	(1)	28	(1)	—	—
Transfer from Stage 2	197	(3)	(300)	7	103	(4)	—	—
Transfer from Stage 3	12	(2)	124	(1)	(136)	3	—	—
ECL remeasurement arising from transfer of stage	—	5	—	(11)	—	(15)	—	(21)
New lending net of repayments (includes assets written off)	763	(5)	(91)	4	(87)	17	585	16
Changes to risk parameters and models	—	9	—	(9)	—	6	—	6
Foreign exchange and other	758	(2)	44	(2)	20	(3)	822	(7)
At 31 March 2022	**14 363**	**(45)**	**915**	**(33)**	**293**	**(62)**	**15 571**	**(140)**

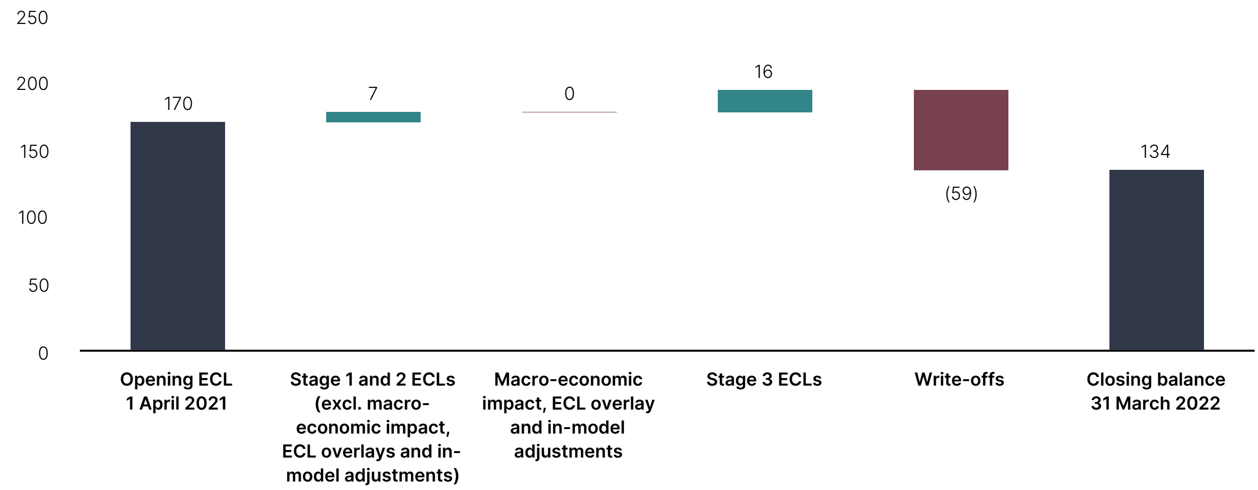
ASSET QUALITY
CONTINUED

ECL movements on core loans and advances subject to ECL

UK and Other

In the UK, since 31 March 2021 core loan ECLs reduced, predominantly driven by the write-off on exit of previously provided for Stage 3 exposures. New provisions across Stage 3 were limited over the period and were driven by idiosyncratic events with respect to specific exposures. The combined result of the changes to macro-economic scenarios, in-model adjustments and management ECL overlays over the year equate to a neutral effect across Stage 1 and 2.

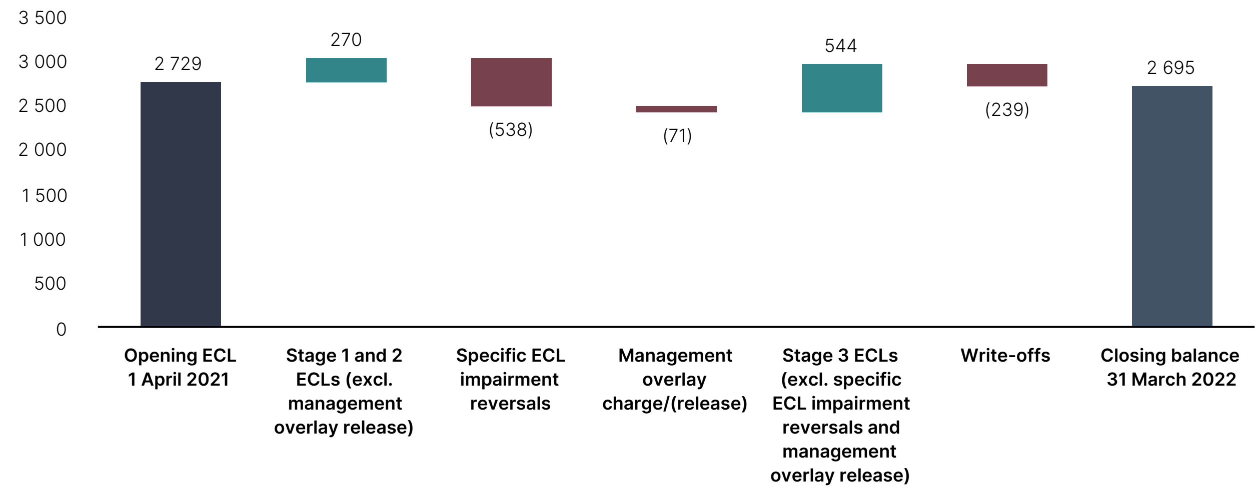
£'million



Southern Africa

In South Africa, the management ECL overlay in the Private Bank portfolio was revised to R219 million from R290 million at 31 March 2021 to cater for risks not adequately represented by the historic data used to populate the ECL models. A small reduction in ECLs was observed since 31 March 2021 due to specific ECL impairment reversals, the management ECL overlay release and write-offs together exceeding Stage 1, 2 and 3 ECL impairments for the current year.

R'million



For more information on key judgements refer to page 98

CAPITAL MANAGEMENT AND ALLOCATION

Capital management and allocation

A summary of capital adequacy and leverage ratios

	Standardised		Increased AIRB scope		Standardised		Increased AIRB scope[vv]		FIRB	
	Investec plc[v]*	IBP[v]*	Investec Limited*^	IBL*^	Investec plc[v]*	IBP[v]*	Investec Limited*^	IBL*^	Investec Limited*^	IBL*^
	31 March 2022				31 March 2021					
Common Equity Tier 1 ratio**	11.7%	12.4%	14.0%	15.8%	11.2%	12.0%	12.8%	14.0%	12.2%	13.3%
Common Equity Tier 1 ratio (fully loaded)***	11.3%	12.0%	14.0%	15.8%	10.7%	11.5%	12.8%	14.0%	12.2%	13.3%
Tier 1 ratio**	13.1%	13.9%	15.0%	16.6%	12.8%	13.6%	13.4%	14.4%	12.8%	13.7%
Total capital ratio**	16.8%	18.6%	17.5%	20.0%	15.1%	16.6%	16.6%	18.6%	16.0%	17.8%
Risk-weighted assets (million)**	16 980	16 462	319 048	286 903	16 332	15 789	336 629	314 843	351 125	329 366
Leverage exposure measure (million)^^	24 185	23 874	649 828	608 062	26 675	26 351	594 059	556 110	593 944	555 992
Leverage ratio^^	9.2%	9.6%	7.4%	7.9%	7.9%	8.1%	7.6%	8.1%	7.6%	8.1%
Leverage ratio (fully loaded)***	8.9%	9.3%	7.4%	7.9%	7.5%	7.8%	7.5%	8.1%	7.5%	8.1%

* Where: IBP is Investec Bank plc consolidated and IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

** The CET1, Tier 1 and total capital adequacy ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this includes the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9 (including the 'quick fix' regulation in the UK).

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and Investec Bank plc this does not include the deduction of foreseeable charges and dividends when calculating the CET1 ratio as required under the Capital Requirements Regulation. The impact of this deduction totalling £44 million (31 March 2021: £25 million) for Investec plc and £61 million (31 March 2021: £25 million) for IBP would lower the CET1 ratio by 28bps (31 March 2021: 17bps) and 37bps (31 March 2021: 16bps) respectively.

vv Investec Limited received approval to adopt the AIRB approach for the SME and Corporate models, effective 1 April 2021. We presented numbers on a pro-forma basis for 31 March 2021.

^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 134bps (31 March 2021: 39bps) and 69bps (31 March 2021: 48bps) lower respectively.

^^ The leverage ratios are calculated on an end-quarter basis. In the UK, the 31 March 2022 leverage ratio is calculated applying the UK leverage ratio framework which applies to all UK firms from 1 January 2022. The 31 March 2021 comparative is calculated on a CRD IV basis.

Investec plc

Year under review

During the year under review, Investec plc complied with the capital adequacy requirements imposed on it by the PRA. Investec plc continues to hold capital in excess of all the capital and buffer requirements. At 31 March 2022, the CET1 ratio increased to 11.7% from 11.2% at 31 March 2021. CET1 capital increased by £155 million to £2 billion, mainly as a result of:

- CET1 generation through net profit and loss of £236 million
- An increase in other comprehensive income of £37 million (including the fair value uplift on our investment in Ninety One)
- A decrease of £17 million in the deduction applied to financial sector entities which exceed the 10% threshold due to the sale of 1.13% of our Ninety One shareholding in March 2022.

The increases were partially offset by:

- Dividends paid to ordinary shareholders and Additional Tier security holders of £81 million
- An increase in treasury shares of £23 million
- A decrease of £12 million in our own credit reserves
- A decrease of £16 million in the IFRS 9 transitional add-back adjustment.

Risk weighted assets (RWAs) increased by 4% or £648 million to £17 billion over the period, predominantly within credit risk RWAs.

Credit risk RWAs, which include equity risk, increased by a net £850 million after the settlement of our Australian loan portfolio sale in April 2021, which reduced RWAs by £590 million. The remaining increase is mainly driven by growth in private client and Asset Finance Group lending, predominantly within HNW mortgages, other HNW lending and automobile loans.

On 1 January 2022, Investec plc implemented the new counterparty credit risk standardised approach (SA-CCR). Even with the adoption of the new counterparty credit risk methodology, RWAs (including credit valuation adjustment risk) decreased by £92 million compared to 31 March 2021, primarily driven by a reduction in the volume of commodity swaps, equity options and interest rate swaps traded during the year.

Market risk RWAs decreased by £170 million, mainly due to a decrease in equity option positions and collective investment undertaking risk compared with 31 March 2021.

Operational risk RWAs increased by £60 million, due to an increase in the three-year average operating income used to determine the capital requirement.

The Group's leverage ratio increased to 9.2% from 7.9.% at 31 March 2021 and reflects the change in the leverage exposure measure implemented in the UK from 1 January 2022. The revised framework reflects the changes in SA-CRR and excludes qualifying central bank balances from the calculation of the leverage exposure measure.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Minimum capital requirement
Investec plc's minimum CET1 requirement at 31 March 2022 is 7.5% comprising a 4.5% Pillar 1 minimum requirement, a 2.5% CCB, a 0.45% Pillar 2A requirement and a 0.03% CCyB. The Group's institution-specific CCyB requirement is calculated based on the relevant exposures held in jurisdictions in which a buffer rate has been set. On 11 March 2020, the Financial Policy Committee (FPC) announced that with immediate effect the UK CCyB rate be reduced to 0% in response to the economic shock arising from COVID-19. As at 31 March 2022 the UK CCyB rate has remained at 0%.

In response to the economic shock from COVID-19, the PRA announced in May 2020 that firms subject to a Supervisory Review and Evaluation Process (SREP) in 2020 and 2021 would have their Pillar 2A capital requirements set as a nominal amount, instead of a percentage of risk-weighted assets (RWAs). Firms not subject to a SREP in 2020 may apply for a conversion of their current Pillar 2A requirement into a nominal amount using RWAs as of end-December 2019. This change would apply until the next regulatory-scheduled SREP.

The PRA announced on 8 December 2021 that this regulatory measure is no longer necessary and therefore in 2022 all firms will be set Pillar 2A as a variable amount (with the exception of some fixed add-ons, such as pension risk).

Regulatory developments
At the December 2021 FPC meeting, the committee indicated that vulnerabilities that can amplify economic shocks are at a standard level, as was the case just before the COVID pandemic and therefore it would be appropriate for the UK CCyB rate to return to the region of 2%. The FPC is therefore increasing the UK CCyB rate from 0% to 1% effective 13 December 2022 in line with the usual 12-month implementation period. If the UK economic recovery proceeds broadly in line with the Monitory Policy Committee's projections and absent a material change in the outlook for UK financial stability, the FPC would expect to increase the rate further to 2% in Q2 2022. That subsequent increase would be expected to take effect after the usual 12-month implementation period.

On 1 November 2021, the Financial Services Regulatory Initiatives Forum published the fourth edition of the regulatory initiatives grid. The grid aims to provide firms with a clear idea of upcoming regulatory changes. The grid confirms a delay to the consultation on Basel 3.1. The consultation has been pushed out from Q4 2021 to the second half of 2022, with implementation not expected until after March 2023. In a subsequent statement issued by the PRA on 21 March 2022, the PRA confirmed the consultation paper will be published in the fourth quarter of 2022 and the current intention is to consult on a proposal that these changes will become effective on 1 January 2025, aligning with other major jurisdiction including the EU.

On 22 June 2021, HM Treasury confirmed the Fundamental Review of the Trading Book (FRTB) reporting requirements would be delayed and implemented alongside the FRTB revisions to the Pillar 1 capital requirements which form part of Basel 3.1.

Investec Limited
Year under review
Investec Limited applies the Basel Framework, at every tier within the banking group and also on a fully consolidated basis. Investec Limited is regulated by the South African Prudential Authority (PA) in terms of the Banks Act 1990 (Act No. 94 of 1990) and the Regulations relating to Banks (the Regulations).

Investec Limited is designated by the South African PA, as a Systemically Important Financial Institution as well as a Domestically Systemically Important Bank (D-SIB) in South Africa.

At 31 March 2022, the CET1 ratio increased to 14.0% from 12.2% at 31 March 2021. CET1 capital increased by R1.9 billion to R44.8 billion, largely affected by:

- Positive attributable earnings post-taxation and minorities of R5.5 billion
- Recovery of fair value through other comprehensive income reserve of R165 million, mainly as a result of the revaluation of OCI
- Decrease of R177 million in deduction for shortfall of eligible provisions compared to expected loss.

The increases were partially offset by:

- Total ordinary dividends paid to Ltd shareholders of R2.4 billion
- An increase in treasury shares of R487 million
- Increase in deduction for investment in financial entities (investment in IEP) of R122 million
- Increase in deduction of R301 million for investment in capital in financial entities above 10% threshold (namely Ninety One and other bank sub-debt)
- R42 million increase in the PVA haircut.

Risk-weighted assets (RWAs) decreased by 9.1% from R351.1 billion (March 2021) to R319.0 billion (March 2022) predominantly within credit risk RWAs.

Credit risk RWAs, which include equity risk, decreased by 10.6% or R34.0 billion. The decrease is largely as a result of the Corporate and SME Corporate portfolios migrating onto the AIRB methodology effective from 1 April 2021, improvement in the credit quality of the book and placement of cash in capital light instruments. A portion of our investment in Ninety One plc is deducted from CET1 capital and the balance included in equity risk, risk-weighted at 318%.

Market risk RWAs increased by 0.5% or R21 million. The reintroduction of the Pillar 2A add-on and an increase in the general risk component of the market risk capital calculation (VaR and stressed-VaR) was observed for the Equity Derivatives and Interest Rate Derivatives desks, contributing to the marginal increase in market risk.

Operational risk for Investec Limited increased by 7.2% or R1.9 billion. This calculation is updated biannually and is based on a three-year rolling gross income before impairments average balance.

The Group's leverage ratio decreased to 7.4% (March 2022) from 7.6% (March 2021).

Investec Limited made progress in the application to adopt AIRB for the measurement of capital on certain portfolios currently on the Foundation Internal Ratings Based (FIRB) approach. On full adoption of AIRB, the pro forma CET1 ratio would increase by 200bps at 31 March 2022.

Minimum capital requirement
Investec Limited's minimum CET1 requirement at 31 March 2022 is 8.0%, comprising a 4.5% Pillar 1 minimum requirement, a 0.5% Pillar 2A add-on, a 2.5% Capital Conservation Buffer (CCB), a 0.5% Domestically Systemically Important (D-SIB) Buffer and a 0% Countercyclical Capital Buffer (CCyB). South Africa has not announced any CCyB requirements for 2022. As at 31 March 2022, Investec Limited is holding an institution-specific CCyB, held for purposes of the reciprocity requirement, of 0% of risk-weighted exposures. As at 1 January 2022 the SA Pillar 2A rate has been fully reinstated to 1%, reverting to pre-COVID levels.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Regulatory developments
In response to pressures on banks' capital supply brought about by the COVID-19 pandemic, the South African PA implemented specific measures during 2020, to provide temporary capital and liquidity relief to enable banks to counter economic risks to the financial system.

Banks Act Directive 5 of 2021 was amended to reinstate the full Pillar 2A requirement, and also requires the D-SIB capital add-on to be fully met with CET1 capital from 1 January 2022.

The South African Financial Sector Laws Amendment Act was signed into law on 28 January 2022. This Act will enable the implementation of secondary legislation and standards (expected by Q42022), dealing with the resolution of systemic financial entities (most notably the issuance of financial loss absorbing capacity instruments (FLAC) and resolution planning requirements), and the Financial Sector and Deposit Insurance Levies Bill.

The South African Reserve Bank (SARB) has published, for public comment, a discussion paper titled 'Proposed principles and requirements for FLAC instruments'. This discussion paper sets out the SARB's proposals on the characteristics, calibration, and implementation period for FLAC instruments. The quantum and cost of FLAC instruments will depend on the final standards as set out by the Resolution Authority (RA) in consultation with banks.

The Financial Sector Levies Bill provides for the imposition and collection of levies for the benefit of the Financial Sector Conduct Authority, the Prudential Authority, the Financial Services Tribunal, the Ombud Council, the Office of the Pension Funds Adjudicator, and the Office of the Ombud for Financial Services Providers. Initial estimates for Investec Limited ranges between R51 million to R56 million per annum from 1 January 2023.

Prudential Communication 7 of 2021 outlines a high-level and indicative implementation roadmap for the revised market risk and credit valuation adjustment frameworks. This implementation roadmap addresses various structural, technical and operational milestones and is intended to guide project planning initiatives within the PA and across supervised banks ahead of and marginally beyond the implementation date of 1 January 2024. In all instances, unless otherwise stipulated, the regulatory reporting and capitalisation date against the prescriptive standards set out in the FRTB and CVA frameworks is 1 January 2024.

The Prudential Authority has published the 'Directive on The Principles for Operational Resilience'. The Directive directs banks to consider the adequacy and robustness of the banks' current policies, processes and practices related to operational resilience, against the best practices contained in the Basel Committee on Banking Supervision's paper on principles for operational resilience. All banks must comply with the respective requirements specified in this Directive within 18 months (by the latest 14 June 2023) of the publication date 14 December 2021.

Directive 3/2022 was issued by the PA detailing the amendments to the Regulations published on 31 March 2022 and implemented on 1 April 2022, incorporating the revised Large Exposures (LEX) framework. The revised LEX framework specifies that the sum of all exposure values of a bank to a single counterparty or to a group of connected counterparties must not be higher than 25% of the bank's qualifying Tier 1 capital. The limit for domestic systemically important banks (D-SIB) (IBL is a D-SIB) is set at 20% from 1 April 2022 to 31 December 2022; it decreases to 18% until 31 December 2024; and then decreases to 15%. Any breach of the limit, which must remain the exception, must be communicated immediately to the PA and must be rapidly rectified.

The Basel 3 reform (commonly referred to as Basel IV) implementation date has been postponed in the EU, UK, Australia and Canada. Basel IV impacts capital demand requirements for credit risk and operational risk, and also introduces a new standardised capital floor for banks using the advanced approaches. Most of these reforms have been pushed out to 2024/2025 internationally.

Based upon, among others, industry comments and requests, quantitative impact studies, progress by member jurisdictions of the Basel Committee to implement the reforms, regulatory responses to the outbreak of COVID-19, and other matters related to implementation complexity, the South African PA proposes to implement the outstanding regulatory reform in South Africa on the dates set out in Guidance Note 4 of 2022. Most notably, the revised securitization framework is proposed for 1 October 2022 and interest rate risk in the banking book proposed for 1 January 2023. The remainder of the regulatory reforms, such as the revised standardised approach and internal ratings based approach for credit risk, are proposed for 1 January 2024.

Investec Limited continues to assess and monitor the impact of new regulations and regulatory reforms through participation in industry quantitative impact studies submissions to the South African PA, contributing to industry consultations and discussions at the Banking Association of South Africa, and quantifying the impact of the reforms and presenting the impact on Investec Limited at Capital Committees and to the Board.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Capital structure and capital adequacy

	Standardised		Increased AIRB Scope	
At 31 March 2022	**Investec plc*v^ £'million**	IBP*v^ £'million	**Investec Limited*^^ R'million**	IBL*^^ R'million
Shareholders' equity	**2 384**	**2 276**	**46 232**	**44 280**
Shareholders' equity excluding non-controlling interests	2 429	2 296	49 118	44 280
Perpetual preference share capital and share premium	(25)	—	(2 886)	—
Deconsolidation of special purpose entities	(20)	(20)	—	—
Non-controlling interests	**—**	**—**	**—**	**—**
Non-controlling interests per balance sheet	1	1	10 301	—
Non-controlling interests excluded for regulatory purposes	(1)	(1)	(10 301)	—
Regulatory adjustments to the accounting basis	**71**	**71**	**1 348**	**1 378**
Additional value adjustments	(6)	(6)	(261)	(231)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	—	—	(12)	(12)
Cash flow hedging reserve	—	—	1 621	1 621
Adjustment under IFRS 9 transitional arrangements	77	77	—	—
Deductions	**(476)**	**(304)**	**(2 790)**	**(452)**
Goodwill and intangible assets net of deferred tax	(303)	(291)	(283)	(282)
Investment in financial entity	—	—	(871)	—
Deferred tax assets that rely on future profitability excluding those arising from temporary differences	(8)	(8)	—	—
Shortfall of eligible provisions compared to expected loss	—	—	(170)	(170)
Investment in capital of financial entities above 10% threshold	(160)	—	(1 291)	—
Other regulatory adjustments	—	—	(175)	—
Securitisation positions which can alternatively be subject to a 1 250% risk weight	(5)	(5)	—	—
Common Equity Tier 1 capital	**1 979**	**2 043**	**44 790**	**45 206**
Additional Tier 1 capital	**250**	**250**	**3 064**	**2 560**
Additional Tier 1 instruments	250	250	5 996	2 560
Phase out of non-qualifying Additional Tier 1 instruments	—	—	(2 886)	—
Non-qualifying surplus capital attributable to non-controlling interest	—	—	(46)	—
Tier 1 capital	**2 229**	**2 293**	**47 854**	**47 766**
Tier 2 capital	**622**	**766**	**8 091**	**9 557**
Collective impairment allowances	—	—	425	424
Tier 2 instruments	766	766	10 722	9 133
Non-qualifying surplus capital attributable to non-controlling interests	(144)	—	(2 435)	—
Investment in capital of financial entities above 10% threshold	—	—	(621)	—
Total regulatory capital	**2 851**	**3 059**	**55 945**	**57 323**
Risk-weighted assets	**16 980**	**16 462**	**319 048**	**286 903**

* Where: IBP is Investec Bank plc consolidated. IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating CET1 capital. The impact of this deduction totalling £44 million for Investec plc and £61 million for IBP would lower the CET1 ratio by 28bps and 37bps respectively.

^ The CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this including the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

^^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 134bps and 69bps lower respectively.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Capital structure and capital adequacy

	Standardised		FIRB		Increased AIRB Scope[vv]	
At 31 March 2021	**Investec plc*v^ £'million**	IBP*v^ £'million	**Investec Limited*^^ R'million**	IBL*^^ R'million	**Investec Limited*^^ R'million**	IBL*^^ R'million
Shareholders' equity	**2 223**	**2 106**	**44 292**	**43 881**	**44 292**	**43 881**
Shareholders' equity excluding non-controlling interests	2 256	2 114	47 331	45 362	47 331	45 362
Perpetual preference share capital and share premium	(25)	—	(3 039)	(1 481)	(3 039)	(1 481)
Deconsolidation of special purpose entities	(8)	(8)	—	—	—	—
Non-controlling interests	**—**	**—**	**—**	**—**	**—**	**—**
Non-controlling interests per balance sheet	—	—	10 083	—	10 083	—
Non-controlling interests excluded for regulatory purposes	—	—	(10 083)	—	(10 083)	—
Regulatory adjustments to the accounting basis	**99**	**99**	**1 308**	**1 337**	**1 308**	**1 337**
Additional value adjustments	(6)	(6)	(219)	(190)	(219)	(190)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	12	12	(12)	(12)	(12)	(12)
Cash flow hedging reserve	—	—	1 539	1 539	1 539	1 539
Adjustment under IFRS 9 transitional arrangements	93	93	—	—	—	—
Deductions	**(498)**	**(312)**	**(2 665)**	**(1 401)**	**(2 539)**	**(1 283)**
Goodwill and intangible assets net of deferred tax	(307)	(298)	(425)	(388)	(425)	(388)
Investment in financial entity	—	—	(749)	(667)	(737)	(656)
Deferred tax assets that rely on future profitability excluding those arising from temporary differences	(12)	(12)	—	—	—	—
Shortfall of eligible provisions compared to expected loss	—	—	(346)	(346)	(239)	(239)
Investment in capital of financial entities above 10% threshold	(177)	—	(990)	—	(983)	—
Amount of deductions exceeding 15% threshold	—	—	—	—	—	—
Other regulatory adjustments	—	—	(155)	—	(155)	—
Securitisation positions which can alternatively be subject to a 1 250% risk weight	(2)	(2)	—	—	—	—
Common Equity Tier 1 capital	**1 824**	**1 893**	**42 935**	**43 817**	**43 061**	**43 935**
Additional Tier 1 capital	**274**	**250**	**2 142**	**1 336**	**2 131**	**1 336**
Additional Tier 1 instruments	274	250	6 253	2 664	6 253	2 664
Phase out of non-qualifying Additional Tier 1 instruments	—	—	(4 048)	(1 328)	(4 048)	(1 328)
Non-qualifying surplus capital attributable to non-controlling interest	—	—	(63)	—	(74)	—
Tier 1 capital	**2 098**	**2 143**	**45 077**	**45 153**	**45 192**	**45 271**
Tier 2 capital	**366**	**473**	**10 956**	**13 370**	**10 559**	**13 370**
Collective impairment allowances	—	—	435	434	435	434
Tier 2 instruments	473	473	14 445	12 936	14 445	12 936
Non-qualifying surplus capital attributable to non-controlling interests	(107)	—	(3 378)	—	(3 779)	—
Investment in capital of financial entities above 10% threshold	—	—	(546)	—	(542)	—
Total regulatory capital	**2 464**	**2 616**	**56 033**	**58 523**	**55 751**	**58 641**
Risk-weighted assets	**16 332**	**15 789**	**351 125**	**329 366**	**336 629**	**314 843**

* Where: IBP is Investec Bank plc consolidated. IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and IBP this does not include the deduction of foreseeable charges and dividends when calculating CET1 capital. The impact of this deduction totalling £25 million for Investec plc and £25 million for IBP would lower the CET1 ratio by 17bps and 16bps respectively.

vv Investec Limited received approval to adopt the AIRB approach for the SME and Corporate models, effective 1 April 2021. We present numbers on a pro-forma basis for 31 March 2021.

^ The CET1, Tier 1, total capital ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this including the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

^^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 39bps and 48bps lower respectively.

CAPITAL MANAGEMENT AND ALLOCATION
CONTINUED

Risk-weighted assets

	Standardised		Increased AIRB Scope		Standardised		FIRB	
	Investec plc* £'million	IBP* £'million	Investec Limited* R'million	IBL* R'million	Investec plc* £'million	IBP* £'million	Investec Limited* R'million	IBL* R'million
	At 31 March 2022				At 31 March 2021			
Risk-weighted assets	**16 980**	**16 462**	**319 048**	**286 903**	**16 332**	**15 789**	**351 125**	**329 366**
Credit risk	13 366	13 332	245 092	232 521	12 497	12 413	278 692	277 679
Equity risk	562	57	26 513	12 253	581	117	25 427	9 959
Counterparty credit risk	555	591	8 712	8 812	691	691	9 756	9 756
Credit valuation adjustment risk	103	103	5 410	5 462	59	59	5 892	5 892
Market risk	608	608	4 547	4 010	778	778	4 526	3 887
Operational risk	1 786	1 771	28 774	23 845	1 726	1 731	26 832	22 193

Capital requirements

	Standardised		Increased AIRB Scope		Standardised		FIRB	
	Investec plc* £'million	IBP* £'million	Investec Limited* R'million	IBL* R'million	Investec plc* £'million	IBP* £'million	Investec Limited* R'million	IBL* R'million
	At 31 March 2022				At 31 March 2021			
Capital requirements	**1 358**	**1 317**	**38 285**	**34 428**	**1 307**	**1 263**	**36 868**	**34 583**
Credit risk	1 069	1 066	29 410	27 904	1 000	992	29 263	29 156
Equity risk	45	5	3 182	1 470	46	10	2 670	1 046
Counterparty credit risk	44	47	1 045	1 057	55	55	1 024	1 024
Credit valuation adjustment risk	8	8	649	655	5	5	619	619
Market risk	49	49	546	481	63	63	475	408
Operational risk	143	142	3 453	2 861	138	138	2 817	2 330

Leverage ratios

	Investec plc^{v}* £'million	IBP^{v}* £'million	Investec Limited R'million* ^	IBL R'million*^	Investec plc^{v}* £'million	IBP^{v}* £'million	Investec Limited R'million*^	IBL R'million*^
	At 31 March 2022				At 31 March 2021			
Tier 1 capital**	2 229	2 293	47 854	47 766	2 098	2 143	45 077	45 153
Total exposure measure^^	24 185	23 874	649 828	608 062	26 675	26 351	593 944	555 992
Leverage ratio^^	**9.2%**	**9.6%**	**7.4%**	**7.9%**	**7.9%**	**8.1%**	**7.6%**	**8.1%**
Tier 1 capital (fully loaded)^^	2 152	2 216	47 854	47 766	1 984	2 054	44 641	44 999
Total exposure measure (fully loaded)	24 108	23 797	649 828	608 062	27 227	26 952	593 981	555 992
Leverage ratio (fully loaded)* ^^**	**8.9%**	**9.3%**	**7.4%**	**7.9%**	**7.5%**	**7.8%**	**7.5%**	**8.1%**

* Where: IBP is Investec Bank plc consolidated and IBL is Investec Bank Limited. The information for Investec plc includes the information for IBP. The information for Investec Limited includes the information for IBL.

** The CET1, Tier 1 and total capital adequacy ratios and RWAs are calculated applying the IFRS 9 transitional arrangements (in the UK this includes the CRR II changes introduced by the 'quick fix' regulation adopted in June 2020).

*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9 (including the 'quick fix' regulation in the UK).

v The capital adequacy disclosures follow Investec's normal basis of presentation so as to show a consistent basis of calculation across the jurisdictions in which the Group operates. For Investec plc and Investec Bank plc this does not include the deduction of foreseeable charges and dividends when calculating the CET1 ratio as required under the Capital Requirements Regulation. The impact of this deduction totalling £44 million (31 March 2021: £25 million) for Investec plc and £61 million (31 March 2021: £25 million) for IBP would lower the CET1 ratio by 28bps (31 March 2021: 17bps) and 37bps (31 March 2021: 16bps) respectively.

^ Investec Limited's and IBL's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's and IBL's CET1 ratio would be 134bps (31 March 2021: 39bps) and 69bps (31 March 2021: 48bps) lower.

^^ The leverage ratios are calculated on an end-quarter basis. In the UK, the 31 March 2022 leverage ratio is calculated applying the UK leverage ratio framework which applies to all UK firms from 1 January 2022. The 31 March 2021 comparative is calculated on a CRD IV basis.

Additional information

IN THIS SECTION

ANALYSIS OF ASSETS AND LIABILITIES BY MEASUREMENT CATEGORY

At 31 March 2022 £'000	Total instruments at fair value	Amortised cost	Non-financial instruments or scoped out of IFRS 9	Total
Assets				
Cash and balances at central banks	—	5 998 270	—	5 998 270
Loans and advances to banks	—	2 552 061	—	2 552 061
Non-sovereign and non-bank cash placements	29 321	655 662	—	684 983
Reverse repurchase agreements and cash collateral on securities borrowed	1 882 847	2 726 931	—	4 609 778
Sovereign debt securities	3 371 704	777 163	—	4 148 867
Bank debt securities	907 809	607 401	—	1 515 210
Other debt securities	720 269	509 018	—	1 229 287
Derivative financial instruments	1 617 240	—	—	1 617 240
Securities arising from trading activities	683 329	—	—	683 329
Investment portfolio	912 872	—	—	912 872
Loans and advances to customers	2 374 500	27 186 588	—	29 561 088
Own originated loans and advances to customers securitised	—	375 763	—	375 763
Other loans and advances	—	128 284	—	128 284
Other securitised assets	93 087	30 801	—	123 888
Interests in associated undertakings and joint venture holdings	—	—	734 434	734 434
Current taxation assets	—	—	33 653	33 653
Deferred taxation assets	—	—	259 370	259 370
Other assets	277 889	1 349 259	441 467	2 068 615
Property and equipment	—	—	335 420	335 420
Investment properties	—	—	820 555	820 555
Goodwill	—	—	258 404	258 404
Software	—	—	9 443	9 443
Other acquired intangible assets	—	—	44 152	44 152
Non-current assets classified as held for sale	25 880	—	53 349	79 229
	12 896 747	**42 897 201**	**2 990 247**	**58 784 195**
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	59 549	—	—	59 549
	12 956 296	**42 897 201**	**2 990 247**	**58 843 744**
Liabilities				
Deposits by banks	—	3 178 668	—	3 178 668
Derivative financial instruments	2 537 303	—	—	2 537 303
Other trading liabilities	275 589	—	—	275 589
Repurchase agreements and cash collateral on securities lent	163 877	699 408	—	863 285
Customer accounts (deposits)	2 945 831	37 172 581	—	40 118 412
Debt securities in issue	46 192	1 997 448	—	2 043 640
Liabilities arising on securitisation of own originated loans and advances	—	238 370	—	238 370
Liabilities arising on securitisation of other assets	95 885	—	—	95 885
Current taxation liabilities	—	—	41 631	41 631
Deferred taxation liabilities	—	—	19 624	19 624
Other liabilities	106 987	1 330 695	878 159	2 315 841
	6 171 664	**44 617 170**	**939 414**	**51 728 248**
Liabilities to customers under investment contracts	56 475	—	—	56 475
Insurance liabilities, including unit-linked liabilities	3 074	—	—	3 074
	6 231 213	**44 617 170**	**939 414**	**51 787 797**
Subordinated liabilities	—	1 316 191	—	1 316 191
	6 231 213	**45 933 361**	**939 414**	**53 103 988**

FAIR VALUE DISCLOSURE

The table below analyses recurring fair value measurements for financial assets and financial liabilities. These fair value measurements are categorised into different levels in the fair value hierarchy based on the inputs to the valuation technique used.

The different levels are identified as follows:

Level 1 – quoted (unadjusted) prices in active markets for identical assets or liabilities.

Level 2 – inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 – inputs for the asset or liability that are not based on observable market data (unobservable inputs).

At 31 March 2022 £'000	Total instruments at fair value	Fair value category Level 1	 Level 2	 Level 3
Assets				
Non-sovereign and non-bank cash placements	29 321	—	29 321	—
Reverse repurchase agreements and cash collateral on securities borrowed	1 882 847	—	1 882 847	—
Sovereign debt securities	3 371 704	3 371 704	—	—
Bank debt securities	907 809	330 177	577 632	—
Other debt securities	720 269	46 310	568 928	105 031
Derivative financial instruments	1 617 240	19	1 573 271	43 950
Securities arising from trading activities	683 329	664 422	14 127	4 780
Investment portfolio	912 872	30 901	8 263	873 708
Loans and advances to customers	2 374 500	—	1 122 268	1 252 232
Other securitised assets	93 087	—	—	93 087
Other assets	277 889	277 889	—	—
Non-current assets classified as held for sale	25 880	—	—	25 880
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	59 549	59 549	—	—
	12 956 296	**4 780 971**	**5 776 657**	**2 398 668**
Liabilities				
Derivative financial instruments	2 537 303	36 289	2 455 245	45 769
Other trading liabilities	275 589	111 273	164 316	—
Repurchase agreements and cash collateral on securities lent	163 877	—	163 877	—
Customer accounts (deposits)	2 945 831	—	2 945 831	—
Debt securities in issue	46 192	—	46 192	—
Liabilities arising on securitisation of other assets	95 885	—	—	95 885
Other liabilities	106 987	—	57 569	49 418
Liabilities to customers under investment contracts	56 475	—	56 475	—
Insurance liabilities, including unit-linked liabilities	3 074	—	3 074	—
	6 231 213	**147 562**	**5 892 579**	**191 072**
Net financial assets/(liabilities) at fair value	**6 725 083**	**4 633 409**	**(115 922)**	**2 207 596**

There were no transfers between level 1 and level 2 in the current year.

FAIR VALUE DISCLOSURE
CONTINUED

Measurement of financial assets and liabilities at level 2

The table below sets out information about the valuation techniques used at the end of the reporting period in measuring financial instruments categorised as level 2 in the fair value hierarchy:

	Valuation basis/techniques	Main inputs
Assets		
Non-sovereign and non-bank cash	Discounted cash flow model	Yield curves
Reverse repurchase agreements and cash collateral on securities borrowed	Discounted cash flow model, Hermite interpolation, Black-Scholes	Yield curves, discount rates, volatilities
Bank debt securities	Discounted cash flow model	Yield curves
Other debt securities	Discounted cash flow model	Yield curves, NCD curves and swap curves, discount rates, external prices, broker
Derivative financial instruments	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Black-Scholes and Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Securities arising from trading activities	Standard industry derivative pricing model, Discounted cash flow model	Interest rate curves, implied bond spreads, equity volatilities, yield curves
Investment portfolio	Discounted cash flow model, relative valuation model, Comparable quoted inputs	Discount rate and fund unit price, net assets
Loans and advances to customers	Discounted cash flow model	Yield curves
Liabilities		
Derivative financial instruments	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Black-Scholes and Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Other trading liabilities	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Repurchase agreements and cash collateral on securities lent	Discounted cash flow model, Hermite interpolation	Yield curves, discount rates
Customer accounts (deposits)	Discounted cash flow model	Yield curves, discount rates
Debt securities in issue	Discounted cash flow model, Hermite interpolation, industry standard derivative pricing models including Local Volatility	Discount rate, risk-free rate, volatilities, forex forward points and spot rates, interest rate swap curves and credit curves
Other liabilities	Discounted cash flow model	Yield curves
Liabilities to customers under investment contracts	Current price of underlying unitised assets	Listed prices
Insurance liabilities, including unit-linked liabilities	Current price of underlying unitised assets	Listed prices

FAIR VALUE DISCLOSURE
CONTINUED

Level 3 financial instruments

The following tables show a reconciliation of the opening balances to the closing balances for level 3 financial instruments. All instruments are at fair value through profit or loss.

£'000	Investment portfolio	Loans and advances to customers	Other securitised assets	Other balance sheet assets	Total
Assets					
Balance at 1 April 2021	**862 528**	**1 047 390**	**107 259**	**176 250**	**2 193 427**
Total gains/(losses)	(1 434)	63 202	(657)	22 116	83 227
In the income statement	(1 434)	63 768	(657)	22 116	83 793
In the statement of comprehensive income	—	(566)	—	—	(566)
Purchases	65 547	1 845 044	—	59 165	1 969 756
Sales	(69 620)	(1 079 005)	—	(38 836)	(1 187 461)
Issues	197	—	—	—	197
Settlements	(20 544)	(696 114)	(13 515)	(49 391)	(779 564)
Transfers into level 3	621	37 262	—	—	37 883
Foreign exchange adjustments	36 413	34 453	—	10 337	81 203
Balance at 31 March 2022	**873 708**	**1 252 232**	**93 087**	**179 641**	**2 398 668**

For the year to 31 March 2022, investment portfolio of £0.6 million was transferred from level 2 to level 3. The valuation methodologies were reviewed and unobservable inputs were used to determine the fair value. For the year ended 31 March 2022, £37.3 million of loans and advances to customers has been transferred from level 2 to level 3, due to inputs related to the measurement of credit risk to the valuation model becoming unobservable.

£'000	Liabilities arising on securitisation of other assets	Other balance sheet liabilities	Total
Liabilities			
Balance at 1 April 2021	**108 281**	**73 592**	**181 873**
Total (gains)/losses in the income statement	(2 094)	18 461	16 367
Settlements	(10 303)	(1 451)	(11 754)
Foreign exchange adjustments	1	4 585	4 586
Balance at 31 March 2022	**95 885**	**95 187**	**191 072**

The Group transfers between levels within the fair value hierarchy when the significance of the unobservable inputs change or if the valuation methods change.

The following table quantifies the gains or (losses) included in the income statement and statement of other comprehensive income recognised on level 3 financial instruments:

For the year to 31 March 2022 **£'000**	**Total**	Realised	Unrealised
Total gains or (losses) included in the income statement for the year			
Net interest income	66 069	58 038	8 031
Investment income*	4 901	47 671	(42 770)
Trading income arising from customer flow	(2 194)	(491)	(1 703)
Trading income arising from balance sheet management and other trading activities	(1 350)	—	(1 350)
	67 426	**105 218**	**(37 792)**
Total gains or (losses) included in other comprehensive income for the year			
Gains on realisation on debt instruments at FVOCI recycled through the income statement	440	440	—
Fair value movements on debt instruments at FVOCI taken directly to other comprehensive income	(566)	—	(566)
	(126)	**440**	**(566)**

* Included within the investment income statement balance are unrealised gains of £0.7 million presented within operational items in the income statement.

FAIR VALUE DISCLOSURE
CONTINUED

Sensitivity of fair values to reasonably possible alternative assumptions by level 3 instrument type

The fair value of financial instruments in level 3 are measured using valuation techniques that incorporate assumptions that are not evidenced by prices from observable market data. The below valuations have been considered taking the ongoing global COVID-19 pandemic into consideration. The following table shows the sensitivity of these fair values to reasonably possible alternative assumptions, determined at a transactional level:

At 31 March 2022	Balance sheet value £'000	Significant unobservable input changed	Range which unobservable input has been changed	Favourable changes £'000	Unfavourable changes £'000
Assets					
Other debt securities	105 031	Potential impact on income statement		3 199	(5 851)
		Credit spreads	0.74%-2.75%	141	(286)
		Cash flow adjustments	CPR 8.4%	6	(8)
		Other^	^	3 052	(5 557)
Derivative financial instruments	43 950	Potential impact on income statement		4 643	(5 266)
		Volatilities	5%-18.9%	15	(29)
		Underlying asset value^^	^^	4 026	(4 028)
		Cash flow adjustment	CPR 8.4%	—	(6)
		Other^	^	602	(1 203)
Securities arising from trading activities	4 780	Potential impact on income statement			
		Cash flow adjustments	CPR 11%	481	(635)
Investment portfolio	873 708	Potential impact on income statement		104 279	(137 434)
		Price earnings multiple	5.5x-15x	9 505	(18 206)
		Underlying asset value^^	^^	9 636	(20 897)
		EBITDA	**	12 530	(9 459)
		Discount rate	17.5 %	620	(623)
		Cash flows	**	1 703	(1 370)
		Underlying asset value^^	^^	1 614	(3 214)
		Precious and industrial metal prices	(5%)-5%	1 424	(1 424)
		Property prices	#	51 361	(51 361)
		Other^	^	15 886	(30 880)
Loans and advances to customers	1 252 232	Potential impact on income statement		32 727	(52 588)
		Credit spreads	0.15%-34.3%	10 656	(27 586)
		Property value	**	7 776	(12 428)
		Price earnings multiple	3.5x-4.2x	7 824	(1 136)
		Underlying asset value^^	^^	3 641	(5 778)
		Other^	^	2 830	(5 660)
		Potential impact on other comprehensive income			
		Credit spreads	0.14%-6.17%	8 440	(15 725)
Other securitised assets*	93 087	Potential impact on income statement			
		Cash flow adjustments	CPR 8.4%	988	(1 057)
Non-current assets classified as held for sale	25 880	Potential impact on income statement			
		Discount rate	13%-16%	567	(1 973)
Total level 3 assets	**2 398 668**			**155 324**	**(220 529)**
Liabilities					
Derivative financial instruments	45 769	Potential impact on income statement		(4 046)	4 060
		Volatilities	5%-18.9%	(21)	35
		Underlying asset value^^	^^	(4 025)	4 025
Liabilities arising on securitisation of other assets*	95 885	Potential impact on income statement			
		Cash flow adjustments	CPR 4.4%	(292)	299
Other liabilities	49 418	Potential impact on income statement			
		Property prices	#	(7 103)	7 103
Total level 3 liabilities	**191 072**			**(11 441)**	**11 462**
Net level 3 assets	**2 207 596**			**143 883**	**(209 067)**

* The sensitivity of the fair value of liabilities arising on securitisation of other assets has been considered together with other securitised assets.

^ Other – The valuation sensitivity has been assessed by adjusting various inputs such as expected cash flows, discount rates, earnings multiples rather than a single input. It is deemed appropriate to reflect the outcome on a portfolio basis for the purposes of this analysis as the sensitivity of the assets cannot be determined through the adjustment of a single input.

^^ Underlying asset values are calculated by reference to a tangible asset, for example property, aircraft or shares.

** The EBITDA, cash flows and property values have been stressed on an investment-by-investment and loan-by-loan basis in order to obtain favourable and unfavourable valuations.

Property values are the underlying input for the valuations where the capitalisation rate when valuing these properties has been stressed by 0.25bps.

FAIR VALUE DISCLOSURE
CONTINUED

In determining the value of level 3 financial instruments, the following are the principal inputs that can require judgement:

Credit spreads
Credit spreads reflect the additional yield that a market participant would demand for taking exposure to the credit risk of an instrument. The credit spread for an instrument forms part of the yield used in a discounted cash flow calculation. In general a significant increase in a credit spread in isolation will result in a movement in fair value that is unfavourable for the holder of a financial instrument.

Discount rates
Discount rates (including WACC) are used to adjust for the time value of money when using a discounted cash flow valuation method. Where relevant, the discount rate also accounts for illiquidity, market conditions and uncertainty of future cash flows.

Volatilities
Volatility is a key input in the valuation of derivative products containing optionality. Volatility is a measure of the variability or uncertainty in returns for a given derivative underlying. It represents an estimate of how much a particular underlying instrument, parameter or index will change in value over time.

Cash flows
Cash flows relate to the future cash flows which can be expected from the instrument and requires judgement.

EBITDA
The company's earnings before interest, taxes, depreciation and amortisation. This is the main input into a price earnings multiple valuation method.

Price earnings multiple
The price earnings ratio is an equity valuation multiple. It is a key driver in the valuation of unlisted investments.

Property values and precious and industrial metals
The property value and precious and industrial metals is a key driver of future cash flows on these investments.

Underlying asset value
In instances where cash flows have links to referenced assets, the underlying asset value is used to determine the fair value. The underlying asset valuation is derived using observable market prices sourced from broker quotes, specialist valuers or other reliable pricing sources.

FAIR VALUE DISCLOSURE
CONTINUED

Fair value of financial instruments at amortised cost

At 31 March 2022 £'000	Carrying amount	Fair value approximates carrying amount	Balances where fair values do not approximate carrying amounts	Fair value of balances that do not approximate carrying amounts
Assets				
Cash and balances at central banks	5 998 270	5 998 270	—	—
Loans and advances to banks	2 552 061	2 180 047	372 014	371 682
Non-sovereign and non-bank cash placements	655 662	655 662	—	—
Reverse repurchase agreements and cash collateral on securities borrowed	2 726 931	1 240 798	1 486 133	1 485 172
Sovereign debt securities	777 163	—	777 163	789 650
Bank debt securities	607 401	31 105	576 296	575 241
Other debt securities	509 018	193 284	315 734	316 570
Loans and advances to customers	27 186 588	13 773 367	13 413 221	13 400 546
Own originated loans and advances to customers securitised	375 763	375 763	—	—
Other loans and advances	128 284	67 032	61 252	61 253
Other securitised assets	30 801	30 801	—	—
Other assets	1 349 259	1 349 259	—	—
	42 897 201	**25 895 388**	**17 001 813**	**17 000 114**
Liabilities				
Deposits by banks	3 178 668	487 580	2 691 088	2 622 320
Repurchase agreements and cash collateral on securities lent	699 408	460 130	239 278	241 930
Customer accounts (deposits)	37 172 581	22 996 023	14 176 558	16 393 583
Debt securities in issue	1 997 448	342 119	1 655 329	1 654 527
Liabilities arising on securitisation of own originated loans and advances	238 370	238 370	—	—
Other liabilities	1 330 695	1 327 371	3 324	2 419
Subordinated liabilities	1 316 191	245 670	1 070 521	1 132 335
	45 933 361	**26 097 263**	**19 836 098**	**22 047 114**

SHAREHOLDER ANALYSIS

Investec ordinary shares

As at 31 March 2022, Investec plc and Investec Limited had 696.1 million and 310.4 million ordinary shares in issue respectively.

Spread of ordinary shareholders as at 31 March 2022

Investec plc ordinary shares in issue

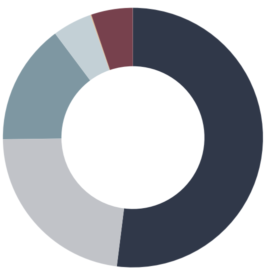
Number of shareholders	**Holdings**	% of total shareholders	Number of shares in issue	% of issued share capital
15 945	1 – 500	58.1%	2 371 418	0.3%
4 239	501 – 1 000	15.5%	3 193 823	0.5%
4 895	1 001 – 5 000	17.8%	10 863 963	1.6%
780	5 001 -10 000	2.8%	5 687 355	0.8%
828	10 001 – 50 000	3.0%	18 635 961	2.7%
206	50 001 – 100 000	0.8%	14 597 966	2.1%
549	100 001 and over	2.0%	640 732 132	92.0%
27 442		**100.0%**	**696 082 618**	**100.0%**

Investec Limited ordinary shares in issue

Number of shareholders	**Holdings**	% of total shareholders	Number of shares in issue	% of issued share capital
8 776	1 – 500	65.5%	827 525	0.3%
1 319	501 – 1 000	9.8%	1 003 859	0.3%
1 949	1 001 – 5 000	14.6%	4 424 207	1.5%
441	5 001 – 10 000	3.3%	3 228 326	1.0%
534	10 001 – 50 000	4.0%	12 529 670	4.0%
138	50 001 – 100 000	1.0%	9 935 644	3.2%
243	100 001 and over	1.8%	278 458 639	89.7%
13 400		**100.0%**	**310 407 870**	**100.0%**

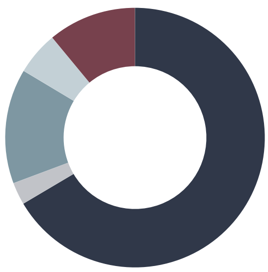
Geographical holding by beneficial ordinary shareholder as at 31 March 2022

Investec plc



South Africa	52.0%
UK	22.8%
USA and Canada	15.0%
Rest of Europe	4.9%
Asia	0.1%
Other countries and unknown	5.2%

Investec Limited



South Africa	66.5%
UK	2.8%
USA and Canada	14.3%
Rest of Europe	5.4%
Asia	0.0%
Other countries and unknown	11.0%

SHAREHOLDER ANALYSIS
CONTINUED

Largest ordinary shareholders as at 31 March 2022

In accordance with the terms provided for in Section 793 of the UK Companies Act 2006 and Section 56 of the South African Companies Act 2008, the Group has conducted investigations into the registered holders of its ordinary shares (including nominee and asset management companies) and the results are as disclosed below.

Investec plc

Shareholder analysis by manager group		Number of shares	% holding
1.	Public Investment Corporation (ZA)	78 056 948	11.2%
2.	M&G Investments (UK & ZA)	76 081 326	10.9%
3.	BlackRock Inc (EU, US & UK)	32 650 262	4.7%
4.	The Vanguard Group, Inc (US, UK & AUS)	30 569 393	4.4%
5.	Investec Staff Share Scheme (UK & ZA)	29 302 251	4.2%
6.	Ninety One (ZA)	26 902 702	3.9%
7.	Allan Gray (ZA)	26 513 728	3.8%
8.	BrightSphere Investment Group (US & UK)	26 362 156	3.8%
9.	Old Mutual Investment Group (ZA)	20 113 596	2.9%
10.	T Rowe Price Associates (UK & US)	13 817 308	2.0%
	Cumulative total	**360 369 670**	**51.8%**

The top 10 shareholders account for 51.8% of the total shareholding in Investec plc. This information is based on a threshold of 20 000 shares. Some major fund managers hold additional shares below this, which may cause the above figures to be marginally understated.

Investec Limited

Shareholder analysis by manager group		Number of shares	% holding
1.	Public Investment Corporation (ZA)	45 916 573	14.8%
2.	Investec Staff Share Scheme (UK & ZA)	26 103 097	8.4%
3.	Allan Gray (ZA)	19 013 412	6.1%
4.	Old Mutual Investment Group (ZA)	16 211 644	5.2%
5.	Sanlam Group (ZA)	13 931 951	4.5%
6.	The Vanguard Group, Inc (US)	10 044 144	3.2%
7.	M&G Investments (ZA)	7 894 142	2.5%
8.	Swedbank Robur (EU)	7 688 918	2.5%
9.	Truffle Asset Management (ZA)	6 928 476	2.2%
10.	BlackRock Inc (US & UK & AUS)	6 826 150	2.2%
	Cumulative total	**160 558 507**	**51.6%**

The top 10 shareholders account for 51.6% of the total shareholding in Investec Limited. This information is based on a threshold of 20 000 shares. Some major fund managers hold additional shares below this, which may cause the above figures to be marginally understated.

SHAREHOLDER ANALYSIS
CONTINUED

Share statistics

For the year ended	31 March 2022	31 March 2021
Price earnings ratio[1]	9.1	7.6
Dividend payout ratio (%)	45.4	45.0
Dividend yield (%)	5.0	5.9
Earnings yield (%)[1]	10.9	13.2

Investec plc

For the year ended	31 March 2022	31 March 2021
Daily average volumes of shares traded ('000)	1 605	2 802
Closing market price per share (Pound Sterling)	5.03	2.19
Number of ordinary shares in issue (million)	696.1	696.1
Market capitalisation (£'million)[2]	3 255	1 433

Investec Limited

For the year ended	31 March 2022	31 March 2021
Daily average volumes of shares traded ('000)	1 242	2 089
Closing market price per share (Rands)	97.51	43.27
Number of ordinary shares in issue (million)	310.4	318.9
Market capitalisation (R'million)[2]	88 268	40 007
Market capitalisation (£'million)[2]	4 553	2 025

1. Calculations are based on the adjusted earnings per share and the closing share price.
2. This calculation of market capitalisation excludes the Group's treasury shares. For the market capitalisation of Investec plc, the LSE only includes the shares in issue for Investec plc, as Investec Limited is not incorporated in the UK. For the market capitalisation of Investec Limited, the JSE has agreed to use the total number of shares in issue for the combined Group, comprising Investec plc and Investec Limited.

SHAREHOLDER ANALYSIS
CONTINUED

Investec preference shares

Investec plc and Investec Limited have issued preference shares.

Spread of preference shareholders as at 31 March 2022

Investec plc preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
48	1 – 500	17.8%	7 830	0.3%
22	501 – 1 000	8.2%	16 888	0.6%
126	1 001 – 5 000	46.8%	260 494	9.5%
28	5 001 – 10 000	10.4%	216 350	7.8%
33	10 001 – 50 000	12.3%	757 493	27.5%
7	50 001 – 100 000	2.6%	498 790	18.1%
5	100 001 and over	1.9%	996 742	36.2%
269		**100.0%**	**2 754 587**	**100.0%**

Investec plc (Rand-denominated) perpetual preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
28	1 – 500	40.0%	4 530	3.4%
14	501 – 1 000	20.0%	11 156	8.5%
20	1 001 – 5 000	28.6%	50 290	38.3%
5	5 001 – 10 000	7.1%	28 471	21.7%
3	10 001 – 50 000	4.3%	37 000	28.1%
—	50 001 – 100 000	—%	—	—%
—	100 001 and over	—%	—	—%
70		**100.0%**	**131 447**	**100.0%**

Investec Limited perpetual preference shareholders

Number of shareholders	Holdings	% of total shareholders	Number of preference shares in issue	% of issued preference share capital
859	1 – 500	17.6%	210 179	0.7%
906	501 – 1 000	18.5%	756 213	2.6%
2 115	1 001 – 5 000	43.3%	5 178 204	17.7%
491	5 001 – 10 000	10.1%	3 573 431	12.2%
476	10 001 – 50 000	9.7%	9 306 957	31.9%
38	50 001 – 100 000	0.8%	2 695 580	9.2%
—	100 001 and over	—%	7 498 074	25.7%
4 885		**100.0%**	**29 218 638**	**100.0%**

Largest preference shareholders as at 31 March 2022

Shareholders holding beneficial interests in excess of 5.0% of the issued preference shares are as follows:

Investec plc perpetual preference shares
Rock (Nominees) Limited 19.9%

Investec plc (Rand-denominated) perpetual preference shares
Private individual 9.9%

Private individual 9.9%

Private individual 8.4%

Private individual 5.1%

Investec Limited perpetual preference shares
There were no shareholders holding beneficial interests in excess of 5.0% of the issued preference shares in Investec Limited as at 31 March 2022.

Annexures

IN THIS SECTION

ALTERNATIVE PERFORMANCE MEASURES

We supplement our IFRS figures with alternative performance measures used by management internally and which provide valuable, relevant information to readers. These measures are used to align internal and external reporting, identify items management believes are not representative of the underlying performance of the business and provide insight into how management assesses period on period performance. A description of the Group's alternative performance measures and their calculation, where relevant, is set out below.

Alternative performance measures are not measures within the scope of IFRS and are not a substitute for IFRS financial measures. Alternative performance measures constitute pro-forma financial information. The pro-forma financial information is the responsibility of the Board of directors and is presented for illustrative purposes only and because of its nature may not fairly present the Group's financial position, changes in equity, and results in operations or cash flows. The external auditors performed a review of the pro-forma financial information and the opinion is available for inspection at the registered office of Investec upon request.

Adjusted earnings attributable to ordinary shareholders	Earnings attributable to shareholders adjusted to remove goodwill, acquired intangibles, strategic actions, and earnings attributable to perpetual preference shareholders and Other Additional Tier 1 security holders Refer to page 33 for the reconciliation of earnings attributable to shareholders to adjusted earnings attributable to ordinary shareholders
Adjusted earnings per share	Adjusted earnings attributable to ordinary shareholders divided by the weighted average number of ordinary shares in issue during the period Refer to page 33 for calculation
Adjusted operating profit	Refer to the calculation in the table below:

£'000	31 March 2022	31 March 2021
Operating profit before goodwill, acquired intangibles and strategic actions	727 579	377 110
Less: (Profit)/loss attributable to other non-controlling interests	(40 170)	472
Adjusted operating profit	**687 409**	**377 582**

Adjusted operating profit per employee	Adjusted operating profit divided by average permanent employees Refer to page 58 for calculation
Annuity income	Net interest income plus net annuity fees and commissions Refer to pages 47 and 49
Core loans	The table below describes the differences between 'loans and advances to customers' as per the balance sheet and gross core loans

	UK and Other		Southern Africa		Total Group	
£'million	31 March 2022	31 March 2021	31 March 2022	31 March 2021	31 March 2022	31 March 2021
Loans and advances to customers per the balance sheet	14 426	12 336	15 135	13 705	29 561	26 041
Add: Own originated loans and advances to customers per the balance sheet	—	—	376	402	376	402
Add: ECL held against FVOCI loans reported on the balance sheet within reserves	(3)	(5)	—	—	(3)	(5)
Net core loans	**14 423**	**12 331**	**15 511**	**14 107**	**29 934**	**26 438**
of which subject to ECL*	13 814	11 819	15 431	14 030	29 245	25 849
Net core loans at amortised cost and FVOCI	13 814	11 819	14 431	12 935	28 245	24 754
Net fixed rate loans designated at FVPL (on which ECL is calculated for management purposes)^	—	—	1 000	1 095	1 000	1 095
of which FVPL (excluding fixed rate loans above)	609	512	80	77	689	589
Add: ECL	134	170	140	134	274	304
Gross core loans	**14 557**	**12 501**	**15 651**	**14 241**	**30 208**	**26 742**
of which subject to ECL*	13 948	11 989	15 571	14 164	29 519	26 153
of which FVPL (excluding fixed rate loans above)	609	512	80	77	689	589

^ These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. The drawn (£1.0 billion) exposure falls predominantly into Stage 1 (consistent throughout the period) (31 March 2021: £1.1 billion). The ECL on the portfolio is £3.9 million (31 March 2021: £5.2 million).

* Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis.

ALTERNATIVE PERFORMANCE MEASURES
CONTINUED

Core loans to equity ratio	Net core loans divided by total shareholders' equity per the balance sheet
Cost to income ratio	Refer to calculation in the table below:

£'000	31 March 2022	31 March 2021
Operating costs (A)	1 233 948	1 164 513
Total operating income before expected credit losses	1 990 355	1 641 061
Less: (Profit)/loss attributable to other non-controlling interests	(40 170)	472
Total (B)	1 950 185	1 641 533
Cost to income ratio (A/B)	**63.3%**	**70.9%**

Coverage ratio	ECL as a percentage of gross core loans subject to ECL
Credit loss ratio	ECL impairment charges on core loans as a percentage of average gross core loans subject to ECL
Dividend payout ratio	Ordinary dividend per share divided by adjusted earnings per share
Gearing ratio	Total assets excluding assurance assets divided by total equity
Loans and advances to customers as a percentage of customer deposits	Loans and advances to customers as a percentage of customer accounts (deposits)
Net tangible asset value per share	Refer to calculation on page 59
Net interest margin	Interest income net of interest expense, divided by average interest-earning assets Refer to calculation on page 47
Return on average ordinary shareholders' equity (ROE)	Refer to calculation on pages 60 to 63
Return on average tangible ordinary shareholders' equity (ROTE)	Refer to calculation on pages 60 to 63
Return on risk-weighted assets	Adjusted earnings attributable to ordinary shareholders divided by average risk-weighted assets, where risk-weighted assets is calculated as the sum of risk-weighted assets for Investec plc and Investec Limited (converted into Pound Sterling) Refer to page 60
Staff compensation to operating income ratio	All staff compensation costs expressed as a percentage of operating income before ECL (net of operating profits or losses attributable to other non-controlling interests)

DEFINITIONS

Cash and near cash
Includes cash, near cash (other 'monetisable assets') and Central Bank cash placements and guaranteed liquidity.

Diluted earnings per share
Diluted earnings per share is calculated by dividing the earnings attributable to the ordinary shareholders of Investec plc and Investec Limited, adjusted for the effects of dilutive ordinary potential shares, by the weighted average number of shares in issue during the period plus the weighted average number of ordinary shares that would be issued on conversion of the dilutive ordinary potential shares during the year.

Refer to page 33 for the calculation of diluted earnings per share.

Earnings per share
Basic earnings per share is calculated by dividing the earnings attributable to the ordinary shareholders in Investec plc and Investec Limited by the weighted average number of ordinary shares in issue during the year.

Refer to page 33 for the calculation of earnings per share.

Effective operational tax rate
Tax on profit on ordinary activities (excluding non-operating items) divided by operating profit before goodwill and acquired intangibles and excluding share of post-taxation profit of associates and joint venture holdings.

Funds under management
Consists of funds managed by the Wealth & Investment business and by the Property business (which forms part of the Specialist Bank).

Headline earnings per share
Headline earnings is calculated in accordance with the JSE listing requirements and in terms of Circular 1/2021 issued by the South African Institute of Chartered Accountants. Headline earnings per share is calculated by dividing the Group's headline earnings by the average number of shares which it had in issue during the accounting period.

Refer to page 33 for the calculation of headline earnings per share.

Interest-bearing liabilities
Deposits by banks, debt securities in issue, repurchase agreements and cash collateral on securities lent, customer accounts (deposits), subordinated liabilities, liabilities arising on securitisation of own originated loans and advances, and finance lease liabilities. Refer to page 47 for calculation.

Interest-earning assets
Cash and near cash, bank debt securities, sovereign debt securities, core loans, other debt securities, other loans and advances, other securitised assets, and finance lease receivables. Refer to page 47 for calculation.

Legacy business in the UK Specialist Bank ('Legacy')
Legacy, as separately disclosed from 2014 to 2018, comprises pre-2008 assets held on the UK bank's balance sheet, that had very low/negative margins and assets relating to business we are no longer undertaking.

Market capitalisation
Total number of shares in issue (including Investec plc and Investec Limited) excluding treasury shares, multiplied by the closing share price of Investec plc on the London Stock Exchange.

Net-zero
Balancing the amount of emitted greenhouse gases with equivalent emissions that are either offset or sequestered.

Ninety One and Ninety One group
All references to Ninety One and Ninety One group refer to Ninety One plc and its subsidiaries plus Ninety One Limited and its subsidiaries.

Ongoing basis
Ongoing information, as separately disclosed from 2014 to 2018, excludes Legacy assets (refer to definition), as well as the following businesses sold in previous years: Investec Bank (Australia) Limited, Kensington Group plc and Start Mortgage Holdings Limited.

Strategic actions
Comprises the closure and rundown of the Hong Kong direct investments business, the demerger of the asset management business and the financial impact of Group restructures.

Subject to ECL
Includes financial assets held at amortised cost and FVOCI as well as designated at FVPL loan portfolios for which ECL is not required for IFRS purposes, but for which management evaluates on this basis.

Weighted number of ordinary shares in issue
The number of ordinary shares in issue at the beginning of the year increased by shares issued during the year, weighted on a time basis for the period during which they have participated in the income of the Group less treasury shares. Refer to calculation on page 33.

GLOSSARY

AFS	Available for sale
AGM	Annual general meeting
AIRB	Advanced Internal Ratings-Based
ALCO	Asset and Liability Committee
AT1	Additional Tier 1
BBLS	Bounce Back Loan Scheme
BCBS	Basel Committee of Banking Supervision
BID	Belonging, Inclusion and Diversity
BIS	Bank for International Settlements
BoE	Bank of England
BOM	Bank of Mauritius
BSE	Botswana Stock Exchange
CA	Chartered Accountant
CBILS	Coronavirus Business Interruption Loan Scheme
CCB	Capital Conservation Buffer
CCyB	Countercyclical Capital Buffer
CDO	Collateralised debt obligation
CET1	Common Equity Tier 1
CFO	Chief Financial Officer
CLBILS	Coronavirus Large Business Interruption Loan Scheme
CLF	Committed liquidity facility
CLO	Collateralised loan obligation
COO	Chief Operating Officer
CPI	Consumer Price Index
CPR	Conditional prepayment rate
CRR	Capital Requirements Regulation
CRDIV (Basel III)	Capital Requirements Directive IV
CRO	Chief Risk Officer
CVA	Credit value adjustment
DCF	Discounted cash flow
DLC	Dual-listed company
DLC BRCC	DLC Board Risk and Capital Committee
DLC Nomdac	DLC Nominations and Directors Affairs Committee
DLC Remco	DLC Remuneration Committee
DLC SEC	DLC Social and Ethics Committee
EAD	Exposure at default
EBA	European Banking Authority
EBITDA	Earnings before interest, taxes, depreciation and amortisation
ECB	European Central Bank
ECL	Expected credit losses
EPS	Earnings per share
ERV	Expected rental value
ESG	Environmental, social and governance
EU	European Union
FCA	Financial Conduct Authority
FICC	Fixed income, currency and commodities
FIRB	Foundation Internal Ratings Based
FPC	Financial Policy Committee
FRC	Financial Reporting Council
FRTB	Fundamental Review of the Trading Book
FSB	Financial Services Board
FSC	Financial Sector Code
FSCS	Financial Services Compensation Scheme
FUM	Funds under management
FVOCI	Fair value through other comprehensive income
FVPL	Fair value through profit and loss
GDP	Gross Domestic Product
HNW	High net worth
IAM	Investec Asset Management
IAPF	Investec Australia Property Fund
IASB	International Accounting Standards Board
IASs	International Accounting Standards
IBL	Investec Bank Limited
IBL BRCC	IBL Board Risk and Capital Committee
IBL ERC	IBL Executive Risk Committee
IBP	Investec Bank plc
IBP BRCC	IBP Board Risk and Capital Committee
IBP ERC	IBP Executive Risk Committee
IFRS	International Financial Reporting Standard
IPF	Investec Property Fund
IPO	Initial public offering
ISAs (UK)	International Standards on Auditing (UK)
JSE	Johannesburg Stock Exchange
LCR	Liquidity Coverage Ratio
LGD	Loss given default
LIBOR	London Inter-Bank Offered Rate
LSE	London Stock Exchange
MD	Managing Director
MiFID	Markets in Financial Instruments Directive
MREL	Minimum Requirements for Own Funds and Eligible Liabilities
NCI	Non-controlling interests
NIR	Non-interest revenue
NSFR	Net Stable Funding Ratio
NSX	Namibian Stock Exchange
OCI	Other comprehensive income
OTC	Over the counter
PD	Probability of default
PRA	Prudential Regulation Authority
RLS	Recovery Loan Scheme
ROE	Return on equity
ROU	Right of use asset
RPI	Retail Price Index
RWA	Risk-weighted asset
S&P	Standard & Poor's
SAICA	South African Institute of Chartered Accountants
SARS	South African Revenue Service
SDGs	Sustainable Development Goals
SICR	Significant increase in credit risk
SME	Small and medium-sized enterprises
South African PA	South African Prudential Authority (previously known as the Banking Supervision Division of the South African Reserve Bank)
SOE	State-Owned Enterprise
SPPI	Solely payments of principal and interest
SREP	Supervisory Review and Evaluation Process
UKLA	United Kingdom Listing Authority
W&I	Wealth & Investment
WACC	Weighted average cost of capital

DIVIDEND ANNOUNCEMENTS

Investec plc

Incorporated in England and Wales
Registration number: 3633621
LSE ordinary share code: INVP
JSE ordinary share code: INP
ISIN: GB00B17BBQ50
LEI: 2138007Z3U5GWDN3MY22

Ordinary share dividend announcement
In terms of the DLC structure, Investec plc shareholders registered on the United Kingdom share register may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAN share issued by Investec Limited.

Investec plc shareholders registered on the South African branch register may receive all or part of their dividend entitlements through dividends declared and paid by Investec plc on their ordinary shares and/or through dividends declared and paid on the SA DAS share issued by Investec Limited.

Declaration of dividend number 39
Notice is hereby given that a final dividend number 39, being a gross dividend of 14.00000 pence (2021: 7.50000 pence) per ordinary share has been declared by the Board from income reserves in respect of the year ended 31 March 2022, payable to shareholders recorded in the shareholders' register of the Company at the close of business on Friday 22 July 2022
.

- For Investec plc shareholders, registered on the United Kingdom share register, through a dividend payment by Investec plc from income reserves of 14.00000 pence per ordinary share
- For Investec plc shareholders, registered on the South African branch register, through a dividend payment by by Investec Limited, on the SA DAS share, payable from income reserves, equivalent to 14.00000 pence per ordinary share.

The relevant dates relating to the payment of dividend number 39 are as follows:

Last day to trade cum-dividend	
On the Johannesburg Stock Exchange (JSE)	Tuesday 19 July 2022
On the London Stock Exchange (LSE)	Wednesday 20 July 2022
Shares commence trading ex-dividend	
On the Johannesburg Stock Exchange (JSE)	Wednesday 20 July 2022
On the London Stock Exchange (LSE)	Thursday 21 July 2022
Record date (on the JSE and LSE)	Friday 22 July 2022
Payment date (on the JSE and LSE)	Monday 8 August 2022

Share certificates on the South African branch register may not be dematerialised or rematerialised between Wednesday 20 July 2022 and Friday 22 July 2022, both dates inclusive, nor may transfers between the United Kingdom share register and the South African branch register take place between Wednesday 20 July 2022 and Friday 22 July 2022, both dates inclusive.

DIVIDEND ANNOUNCEMENTS
CONTINUED

Additional information for South African resident shareholders of Investec plc

- Shareholders registered on the South African branch register are advised that the distribution of 14.00000 pence, equivalent to a gross dividend of 279.00000 cents per share, has been arrived at using the Rand/Pound Sterling average buy/sell forward rate, as determined at 11h00 (SA time) on Wednesday 18 May 2022
- Investec plc United Kingdom tax reference number: 2683967322360
- The issued ordinary share capital of Investec plc is 696 082 618 ordinary shares
- The dividend paid by Investec plc to South African resident shareholders registered on the South African branch register and the dividend paid by Investec Limited to Investec plc shareholders on the SA DAS share are subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- Shareholders registered on the South African branch register who are exempt from paying the Dividend Tax will receive a net dividend of 279.00000 cents per share paid by Investec Limited on the SA DAS share
- Shareholders registered on the South African branch register who are not exempt from paying the Dividend Tax will receive a net dividend of 223.20000 cents per share (gross dividend of 279.00000 cents per share less Dividend Tax of 55.80000 cents per share) per share paid by Investec Limited on the SA DAS share.

By order of the Board

David Miller
Company Secretary
18 May 2022

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec Limited

Incorporated in the Republic of South Africa
Registration number: 1925/002833/06
JSE share code: INL
NSX ordinary share code: IVD
BSE ordinary share code: INVESTEC
ISIN: ZAE000081949
LEI: 213800CU7SM6O4UWOZ70

Ordinary share dividend announcement
Declaration of dividend number 132
Notice is hereby given that final dividend number 132, being a gross dividend of 279.00000 cents (2021: 150.00000 cents) per ordinary share has been declared by the Board from income reserves in respect of the financial year ended 31 March 2022 payable to shareholders recorded in the shareholders' register of the Company at the close of business on Friday 22 July 2022.

The relevant dates relating to the payment of dividend number 132 are as follows:

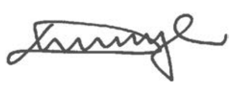
Last day to trade cum-dividend	Tuesday 19 July 2022
Shares commence trading ex-dividend	Wednesday 20 July 2022
Record date	Friday 22 July 2022
Payment date	Monday 8 August 2022

The final gross dividend of 279.00000 cents per ordinary share has been determined by converting the Investec plc distribution of 14.00000 pence per ordinary share into Rands using the Rand/Pound Sterling average buy/sell forward rate at 11h00 (SA time) on Wednesday 18 May 2022.

Share certificates may not be dematerialised or rematerialised between Wednesday 20 July 2022 and Friday 22 July 2022 both dates inclusive.

Additional information to take note of
- Investec Limited South African tax reference number: 9800/181/71/2
- The issued ordinary share capital of Investec Limited is 310 407 870 ordinary shares
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- Shareholders who are exempt from paying the Dividend Tax will receive a net dividend of 279.00000 cents per ordinary share
- Shareholders who are not exempt from paying the Dividend Tax will receive a net dividend of 223.20000 cents per ordinary share (gross dividend of 279.00000 cents per ordinary share less Dividend Tax of 55.80000 cents per ordinary share).

By order of the Board



Niki van Wyk
Company Secretary
18 May 2022

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec plc

Incorporated in England and Wales
Registration number: 3633621
Share code: INPP
ISIN: GB00B19RX541
LEI: 2138007Z3U5GWDN3MY22

Preference share dividend announcement
Non-redeemable non-cumulative non-participating preference shares ("preference shares")
Declaration of dividend number 32
Notice is hereby given that preference dividend number 32 has been declared by the Board from income reserves for the period 1 October 2021 to 31 March 2022 amounting to a gross preference dividend of 6.41369 pence per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the Company at the close of business on Friday 10 June 2022 .

For shares trading on the Johannesburg Stock Exchange (JSE), the dividend of 6.41369 pence per preference share is equivalent to a gross dividend of 127.01800 cents per share, which has been determined using the Rand/Pound Sterling average buy/sell forward rate as at 11h00 (SA time) on Wednesday 18 May 2022.

The relevant dates relating to the payment of dividend number 32 are as follows:

Last day to trade cum-dividend	
On the Johannesburg Stock Exchange (JSE)	Tuesday 7 June 2022
On the International Stock Exchange (TISE)	Wednesday 8 June 2022
Shares commence trading ex-dividend	
On the Johannesburg Stock Exchange (JSE)	Wednesday 8 June 2022
On the International Stock Exchange (TISE)	Thursday 9 June 2022
Record date (on the JSE and TISE)	Friday 10 June 2022
Payment date (on the JSE and TISE)	Monday 20 June 2022

Share certificates may not be dematerialised or rematerialised between Wednesday 8 June 2022 and Friday 10 June 2022 , both dates inclusive, nor may transfers between the United Kingdom share register and the South African branch register take place between Wednesday 8 June 2022 and Friday 10 June 2022 both dates inclusive.

Additional information for South African resident shareholders of Investec plc
- Investec plc United Kingdom tax reference number: 2683967322360
- The issued preference share capital of Investec plc is 2 754 587 preference shares
- The dividend paid by Investec plc to shareholders recorded on the South African branch register is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 101.61440 cents per preference share for preference shareholders liable to pay the Dividend Tax and 127.01800 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

David Miller
Company Secretary
18 May 2022

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec plc

Incorporated in England and Wales
Registration number: 3633621
JSE share code: INPPR
ISIN: GB00B4B0Q974
LEI: 2138007Z3U5GWDN3MY22

Rand-denominated preference share dividend announcement
Rand-denominated non-redeemable non-cumulative non-participating perpetual preference shares ("preference shares")
Declaration of dividend number 22
Notice is hereby given that preference dividend number 22 has been declared by the Board from income reserves for the period 1 October 2021 to 31 March 2022 amounting to a gross preference dividend of 344.99315 cents per preference share payable to holders of the Rand-denominated non-redeemable non-cumulative non-participating perpetual preference shares as recorded in the books of the Company at the close of business on Friday 10 June 2022.

The relevant dates relating to the payment of dividend number 22 are as follows:

Last day to trade cum-dividend	Tuesday 7 June 2022
Shares commence trading ex-dividend	Wednesday 8 June 2022
Record date	Friday 10 June 2022
Payment date	Monday 13 June 2022

Share certificates may not be dematerialised or rematerialised between Wednesday 8 June 2022 and Friday 10 June 2022, both dates inclusive.

Additional information for South African resident shareholders of Investec plc
- Investec plc United Kingdom tax reference number: 2683967322360
- The issued Rand-denominated preference share capital of Investec plc is 131 447 preference shares
- The dividend paid by Investec plc to shareholders recorded on the South African branch register is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 275.99452 cents per preference share for preference shareholders liable to pay the Dividend Tax and 344.99315 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

David Miller
Company Secretary
18 May 2022

DIVIDEND ANNOUNCEMENTS
CONTINUED

Investec Limited

Incorporated in the Republic of South Africa
Registration number: 1925/002833/06
JSE share code: INPR
NSX ordinary share code: IVD
BSE ordinary share code: INVESTEC
ISIN: ZAE000063814
LEI: 213800CU7SM6O4UWOZ70

Preference share dividend announcement
Non-redeemable non-cumulative non-participating preference shares ("preference shares")
Declaration of dividend number 35
Notice is hereby given that preference dividend number 35 has been declared by the Board from income reserves for the period 1 October 2021 to 31 March 2022 amounting to a gross preference dividend of 282.26249 cents per preference share payable to holders of the non-redeemable non-cumulative non-participating preference shares as recorded in the books of the Company at the close of business on Friday 10 June 2022.

The relevant dates for the payment of dividend number 35 are as follows:

Last day to trade cum-dividend	Tuesday 7 June 2022
Shares commence trading ex-dividend	Wednesday 8 June 2022
Record date	Friday 10 June 2022
Payment date	Monday 13 June 2022

Share certificates may not be dematerialised or rematerialised between Wednesday 8 June 2022 and Friday 10 June 2022 both dates inclusive.

Additional information to take note of
- Investec Limited South African tax reference number: 9800/181/71/2
- The issued preference share capital of Investec Limited is 28 968 863 preference shares
- The dividend paid by Investec Limited is subject to South African Dividend Tax (Dividend Tax) of 20% (subject to any available exemptions as legislated)
- The net dividend amounts to 225.80999 cents per preference share for shareholders liable to pay the Dividend Tax and 282.26249 cents per preference share for preference shareholders exempt from paying the Dividend Tax.

By order of the Board

Niki van Wyk
Company Secretary
18 May 2022

CORPORATE INFORMATION

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Website
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Registration number
Investec plc
Registration number 3633621

Investec Limited
Registration number 1925/002833/06

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Directorate as at 18 May 2022
Executive Directors
Fani Titi (Chief Executive)
Nishlan Samujh (Finance Director)
Richard Wainwright
Ciaran Whelan

Non-executive Directors
Philip Hourquebie (Chair)
Zarina Bassa (Senior Independent Director)
Henrietta Baldock
David Friedland
Stephen Koseff
Nicky Newton-King
Jasandra Nyker
Vanessa Olver
Khumo Shuenyane
Philisiwe Sibiya
Brian Stevenson

For queries regarding information in this document

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