



— OUT OF THE ORDINARY

Investec Bank Limited

Investor generic presentation

November 2024

The information in this presentation relates to the six months ended 30 September 2024, unless otherwise indicated.



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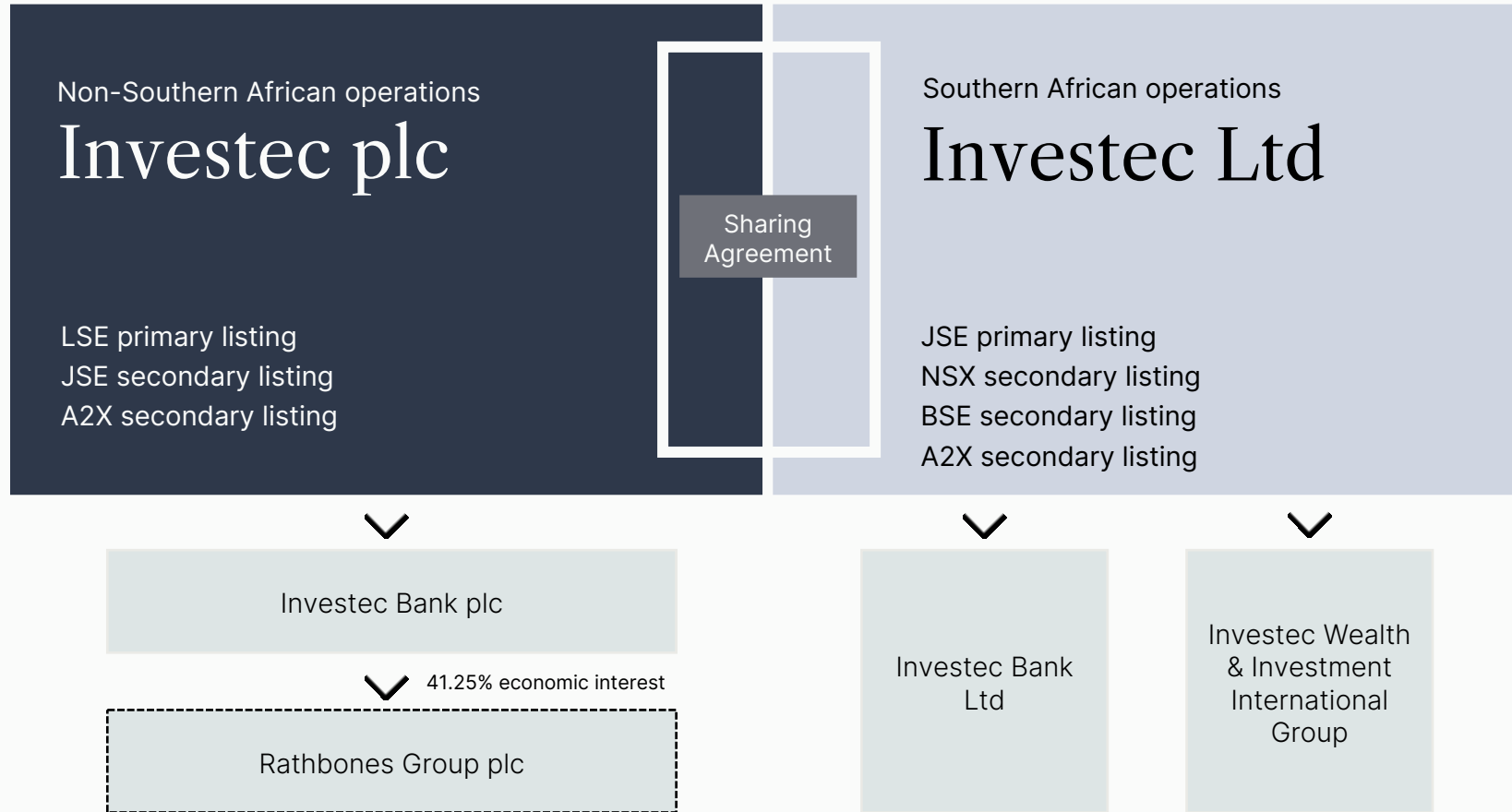


Investec Group at a glance



01

Investec Dual Listed Company 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.

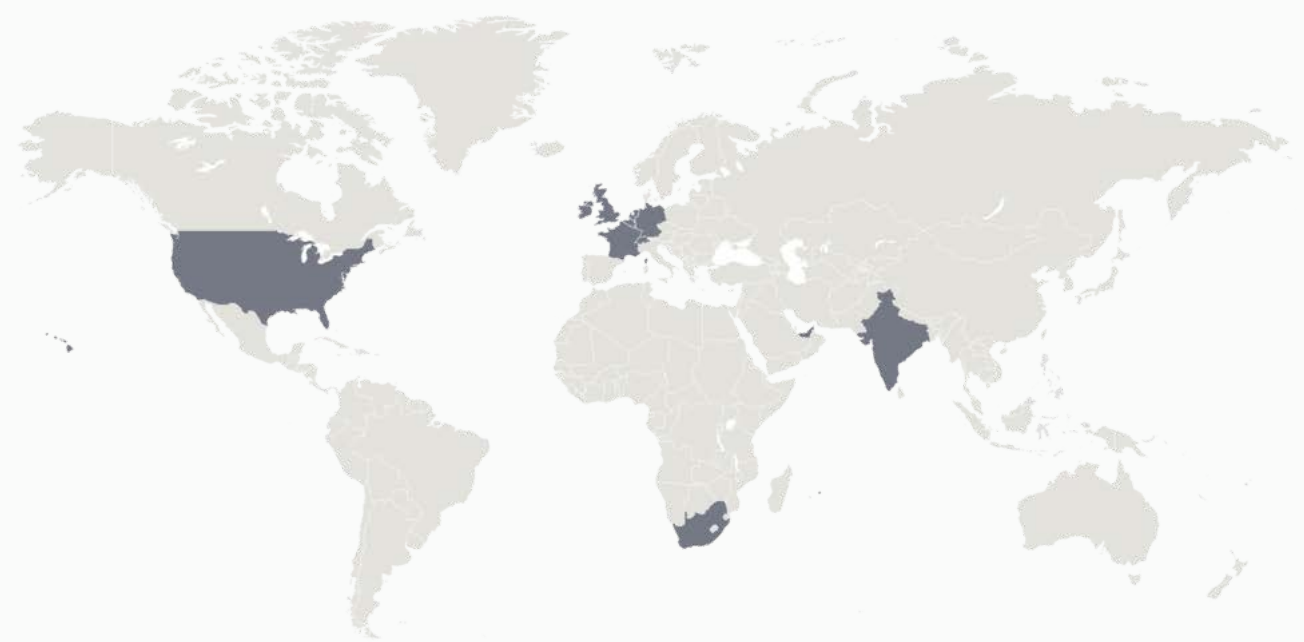
⁴ All shareholdings in the ordinary share capital of the subsidiaries and associates shown are 100% unless otherwise stated. Only main operating subsidiaries and associates are shown.

Our international footprint

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.

- Wealth & Investment Activities
- Private Client Banking Activities
- Corporate and Investment Banking Activities
- Corporate Advisory and Investment Activities
- Property Activities
- Securities



USA	Ireland	United Kingdom	Channel Islands	Switzerland	Continental Europe	Dubai International Finance Centre (DIFC)	South Africa	Mauritius	India
Established a presence in 1998	Established a presence in 1999	Established a presence in 1992	Established a presence in Guernsey (1998), Jersey (2007) and Isle of Man (2018)	Established a presence in 1974	Established a presence in 2023	Established a presence in 2024	Established a presence in 1974	Established a presence in 1997	Established a presence in 2010
Energy and Infrastructure Finance, Fund Solutions, Aviation Finance and Institutional Equities business providing research and sales activities	Treasury Risk Solutions and Institutional Equities business	Corporate, institutional and private client banking activities Wealth management services offered through our long-term strategic partnership with Rathbones	Private banking, lending and treasury services to private clients and financial intermediaries Custody and Execution-only services through our independent nominee company Wealth management services offered through our long-term strategic partnership with Rathbones	Private banking and Wealth management services offered to private clients, family offices, trusts and corporate service providers Corporate lending activities	Investment banking activities including M&A advisory and corporate lending, fund solutions and risk management services	Advisory and arranging services in private banking, wealth and investment management, as well as corporate and investment banking	Corporate, institutional and private client banking activities Wealth and investment management services with the ability to leverage off the global	Corporate, institutional and private client banking activities Wealth management	Institutional equities business providing research, sales and trading activities Sales desk located in Singapore for Indian equities to Singaporean institutional investors Merchant banking business connecting Indian companies with domestic and international investors Investment management services in structured credit and other products

One Investec

Our purpose is to create enduring worth.

Our values

Deep client partnerships, built on trust and Out of the Ordinary service, are the bedrock of our business

We uphold cast-iron integrity in all our dealings, consistently displaying moral strength

We seek creative, talented people with passion, energy and stamina, who collaborate unselfishly

We thrive on change and challenge the status quo with courage, constantly innovating and adapting to an ever-changing world

We believe in open and honest dialogue to test decisions, seek consensus and accept responsibility

We pursue diversity and strive to create an environment in which everyone can bring their whole selves

We show care for people, support our colleagues and respect the dignity and worth of the individual

We are committed to living in society, not off it, contributing meaningfully to the communities in which we operate

We embrace our responsibility to the environment and the well-being of our planet

We trust our people to exercise their judgement, promoting entrepreneurial flair and freedom to operate with risk consciousness and unwavering adherence to our values

50 years of
heritage.

Two core
geographies.

One Investec.

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.



Investment proposition

Well positioned to pursue long-term growth

1

Well capitalised and highly liquid balance sheet

2

Improved capital allocation – including ongoing strategies to optimise the capital base

3

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

4

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

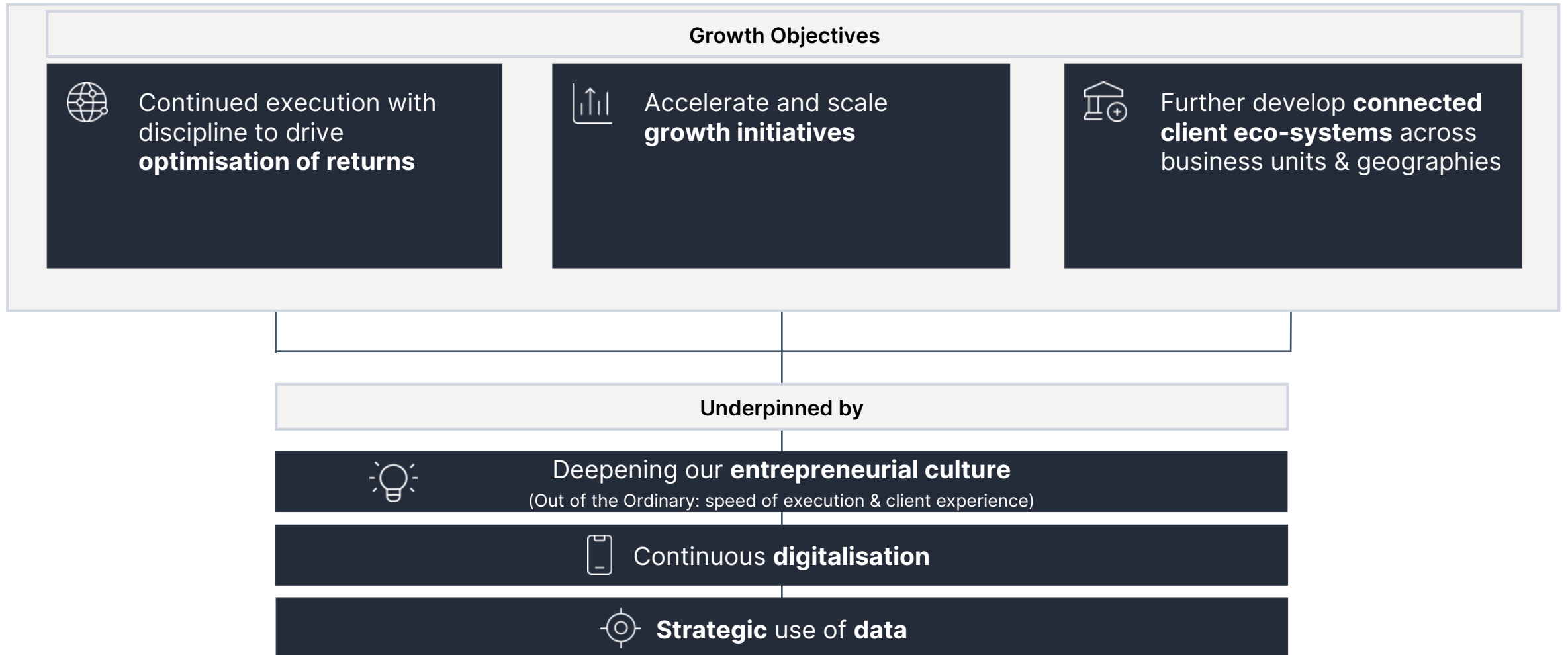
5

Resilient clients through difficult macro environments

6

Cost discipline remains a priority whilst investing for future growth



Fuelling a robust growth agenda



Sustainability highlights (Investec Bank Limited)

Operate responsibly, finance and invest for a sustainable future and maintain our competitive sustainability position

PROGRESS MADE ON OUR IMPACT SDGs

	<h4>Net-zero commitments</h4> <p>Commitment to have zero coal exposures in our loan book by 31 March 2030</p>	<p>Thermal coal as a % of loans and advances is 0.13% (Mar-24: 0.11%)</p>	<p>Fossil fuels (as a % of loans and advances is 0.90% (Mar-24: 1.20%^))</p>		<h4>Equality commitments</h4> <p>56% ethnic diversity and 22% women on the Investec Bank Limited Board</p>	<p>3 671 YES internship placements for young, unemployed youth in South Africa since its inception in March 2018</p>	<p>Awarded best FTSE 250 strategy award in the INSEAD Alumni Balance in Business Initiative Awards 2024 recognising our commitment to achieving greater gender balance</p>
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Specialist Banking

<p>Top 100</p>	<p>Top 100 Global Sustainable Companies - Corporate Knights</p>
<p>Sustainable finance</p>	<p>Following our recently enhanced Sustainable and Transition Finance Classification Framework, a primary area of focus has been developing and rigorously testing sustainable and transition finance targets, to drive existing and future sustainable and transition finance activity</p>
<p>0.13%</p>	<p>Thermal coal exposure (R443mn) as a percentage of gross core loans (Mar-24: 0.11%)</p>

Highlights

	<p>Signatory to Climate Action 100+</p>
<p>\$64mn</p>	<p>Raised \$64mn (since inception) through our Global Sustainable Equity Fund at 30 September 2024</p>
<p>Guidebook</p>	<p>Launched an ESG and Responsible Investing Guidebook for trustees and investors</p>
<p>Playbook</p>	<p>Developed a Responsible Investment Engagement Playbook to advance our ESG integration and stewardship capabilities</p>

Wealth & Investment

^ Restated

Focused on doing well and doing good (Investec Bank Limited)

Other highlights

Specialist banking

- Following our recently enhanced Sustainable and Transition Finance Classification Framework, a primary area of focus has been developing and rigorously testing sustainable and transition finance targets, to drive existing and future sustainable and transition finance activity
- We partnered with Woolworths Holdings Limited to successfully conclude a sustainability-linked working capital facility to the value of R1bn
- We participated in Pick n Pay's R4.5bn sustainability-linked loan. The loan incorporates key performance indicators to reduce food waste (SDG 12) and greenhouse gas emissions (SDG 13) through the use of natural refrigerants
- We have participated in Oceana Group Limited's R1.6bn sustainability-linked loan. The loan incorporates key performance indicators linked to carbon emission reduction and injury frequency rate improvement in South Africa and Namibia
- We continue to make progress on improving the quality, scope and accuracy of our Scope 3 financed emissions which will help drive conversations with clients and various sectors on how we can help reduce emissions to meet our net-zero aspirations.

Wealth & Investment

- The Wealth & Investment International ESG and Responsible Investing Guidebook for trustees and investors was launched at the end of August. The guidebook provides investors, and particularly through a trustee lens, with the knowledge to be more active, empowered investors regarding risks and opportunities aligned to ESG and Responsible Investing
- The Investec Global Sustainable Equity Fund has increased its AUM by 20%, from \$53.7mn to \$64mn over the six months ending 30 September 2024. Additionally, the fund has enhanced its sustainable characteristics and improved its SDG Impact net positive score to 5.0 (on a scale of -10 to +10)
- We have developed the W&I Responsible Investment Engagement Playbook to advance our ESG integration and stewardship capabilities in partnership with an industry expert
- We submitted our 2024 annual PRI report
- We are focusing on advancing our capabilities to comply with Sustainable Finance Disclosure Regulation (SFDR) requirements as part of re-domiciling our Protected Cell Company (PCC) funds to UCITS for future growth.

Investec Bank Limited (IBL) overview



02

Overview of Investec Bank Limited

IBL is a specialist bank with a strong franchise in niche market segments operating primarily in Southern Africa.

Total assets
R610.2bn

Net core loans
R344.4bn

Total equity
R49.9bn

Customer deposits
R434.7bn

Employees
4 500+

Key highlights

Well established franchise

- **Established in 1974** in the Republic of South Africa
- Regulated by the South African Prudential Authority
- Obtained a banking licence in 1980 and listed on the Johannesburg Stock Exchange in 1986
- Since inception, we have expanded through a combination of substantial organic growth and a series of strategic acquisitions
- Today, efficient integrated business platform employing **4 500+*** permanent employees
- **5th largest banking group** in South Africa (by assets)
- **Leading position** in corporate and institutional and private client banking activities.

Key strategic objectives

- 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
 - 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
- In the short term, our objective is to **simplify, focus and grow** the business with **discipline**.

* Excluding temporary employees and contractors

Specialist Banking

We have a specialised niche offering to a select target market



- **Invested in our business,** sustainably growing our client base and franchise



- Strong technology and digital platforms underpin our **high-touch and high-tech offering**
- Continuous investment to maintain leading position (One Place, Investec Life, Transactional Banking)



- **Deepening** our existing **client relationships and client acquisition** through the collaboration of product offerings
- We have a number of growth initiatives



- Our growth initiatives and strong franchise support our **solid revenue base**



- **Maintaining cost efficiency** with low cost to income ratios

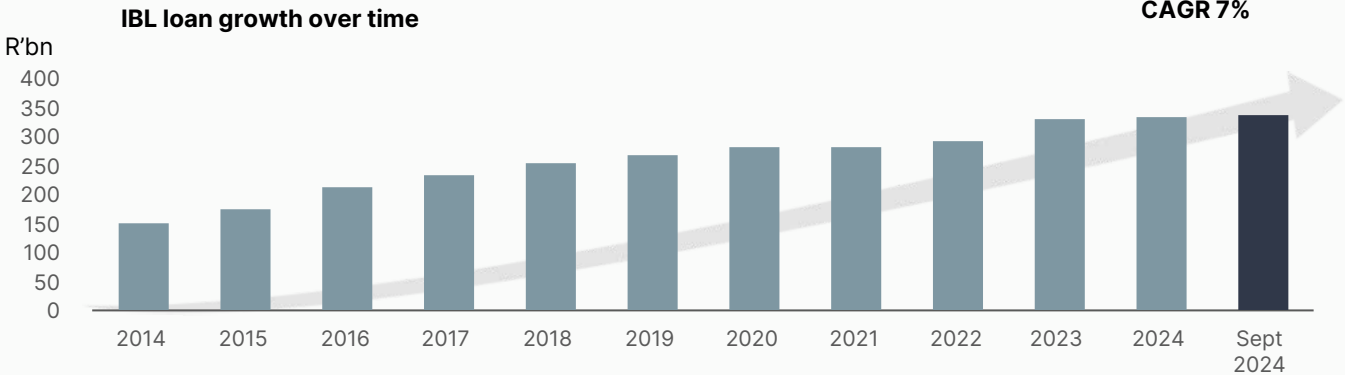


- Maintaining sound capital ratios and low credit loss ratios through varying market conditions
- Enhancing our capital light revenue base
- Disciplined capital allocation
- **We remain focused on improving ROE**

Specialist Banking

High-quality specialist banking solutions with leading positions in selected areas

Private Banking	Investec for Business	Corporate and Institutional banking	Investment Banking and Principal Investments
For high net worth clients, professionals and emerging entrepreneurs looking for an 'investment banking' style service for private clients	Smaller and mid-tier corporates who require a holistic banking solution	For corporates (mid to large size), intermediaries, institutions, government and SOEs looking for a client-centric, solution driven offering	Corporates, institutions, property partners looking for an innovative investment partner
Lending, transactional banking, property finance and savings	Import and trade finance, working capital finance, asset finance, transactional banking	Global markets, various specialist lending activities and institutional equities	Principal investments, Advisory, Debt and Equity, Capital Markets



Specialist Banking: Private Banking

A full-service Private Banking offering integrated into One Place™

Ambition

- To be a leading domestic and international Private Bank

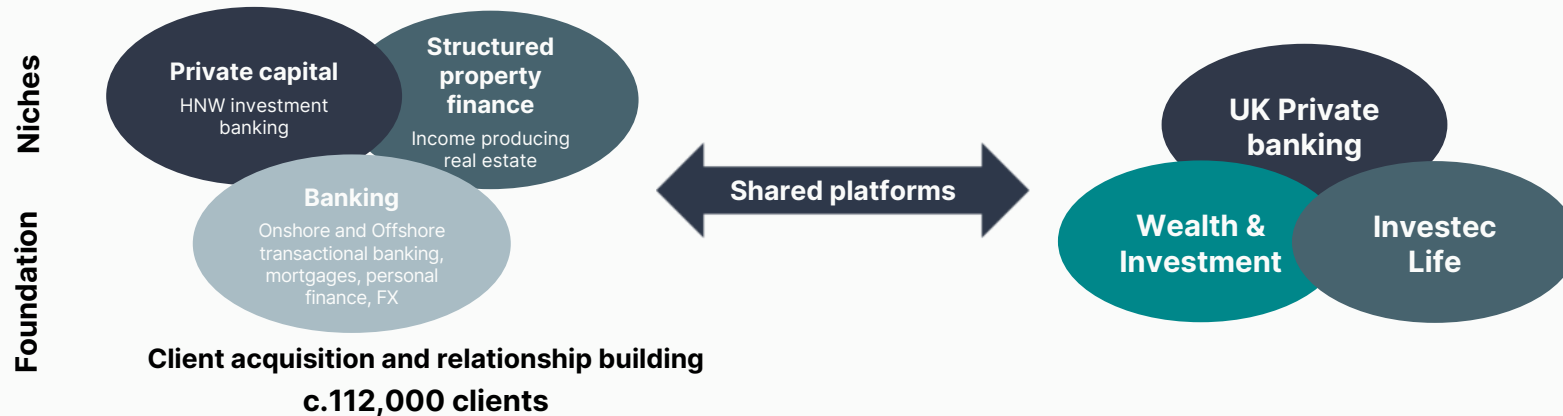
Clear target market

- High net worth individuals, high-income professionals, sophisticated investors, emerging and established entrepreneurs, and young professionals across multiple disciplines

Value proposition

- Bank, borrow, save and invest in One Place

Business model



Offering



Channels

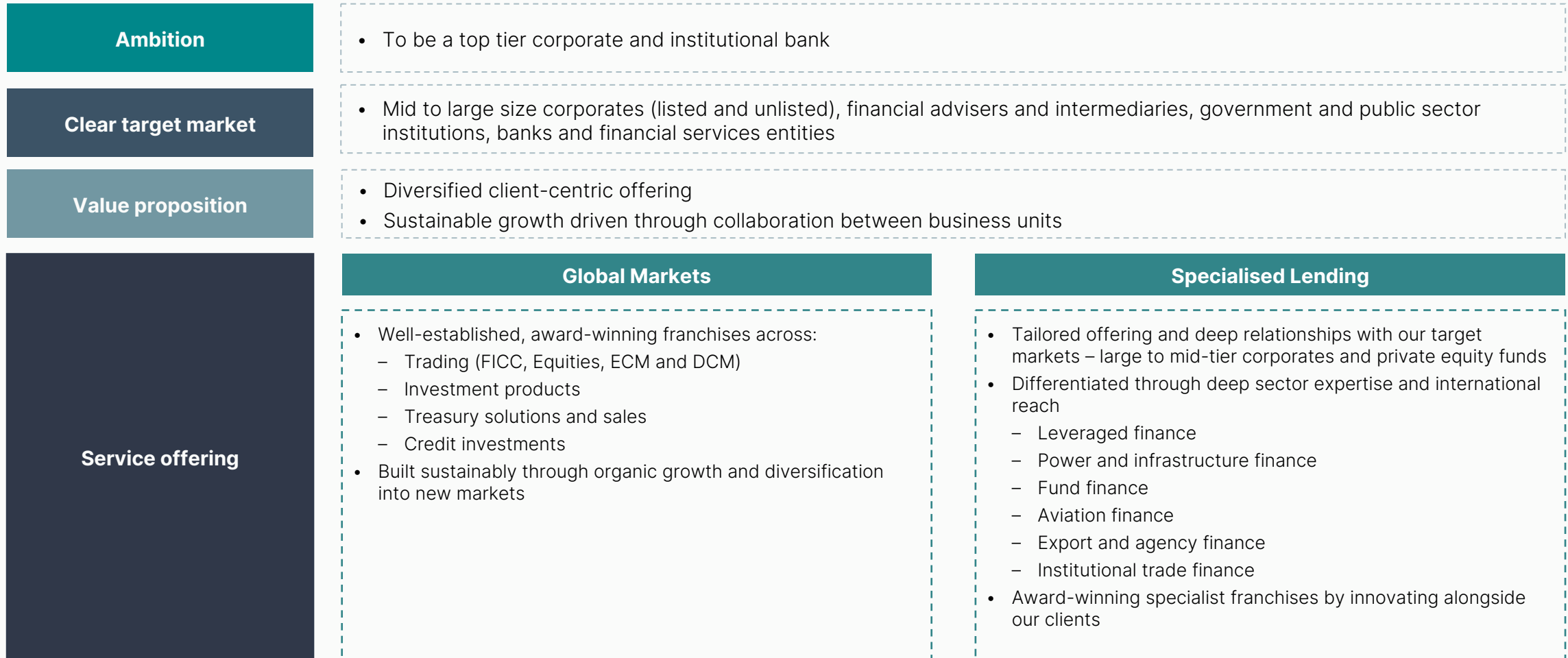


Client numbers as of 30 September 2024.

* Global client service centre.

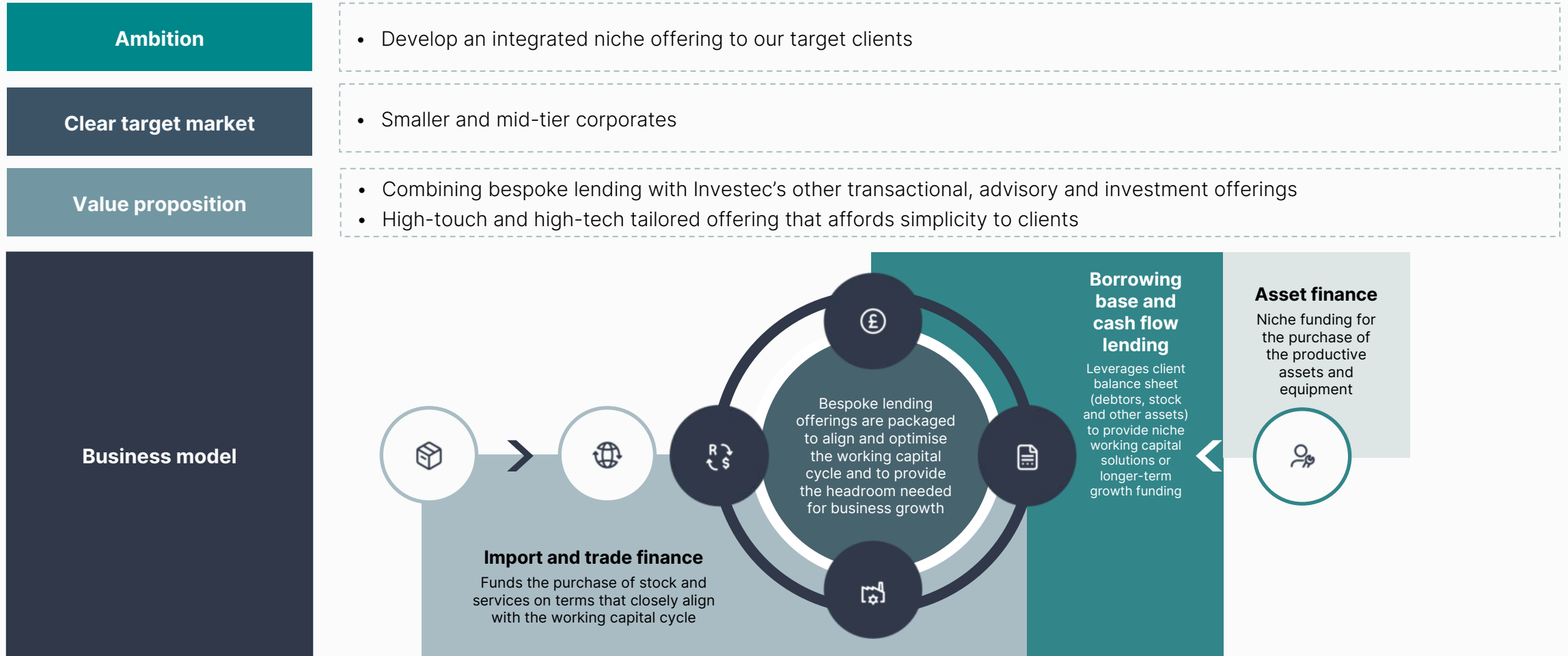
Specialist Banking: Corporate and Institutional Banking

Strong franchise value and leading market position in our niche markets



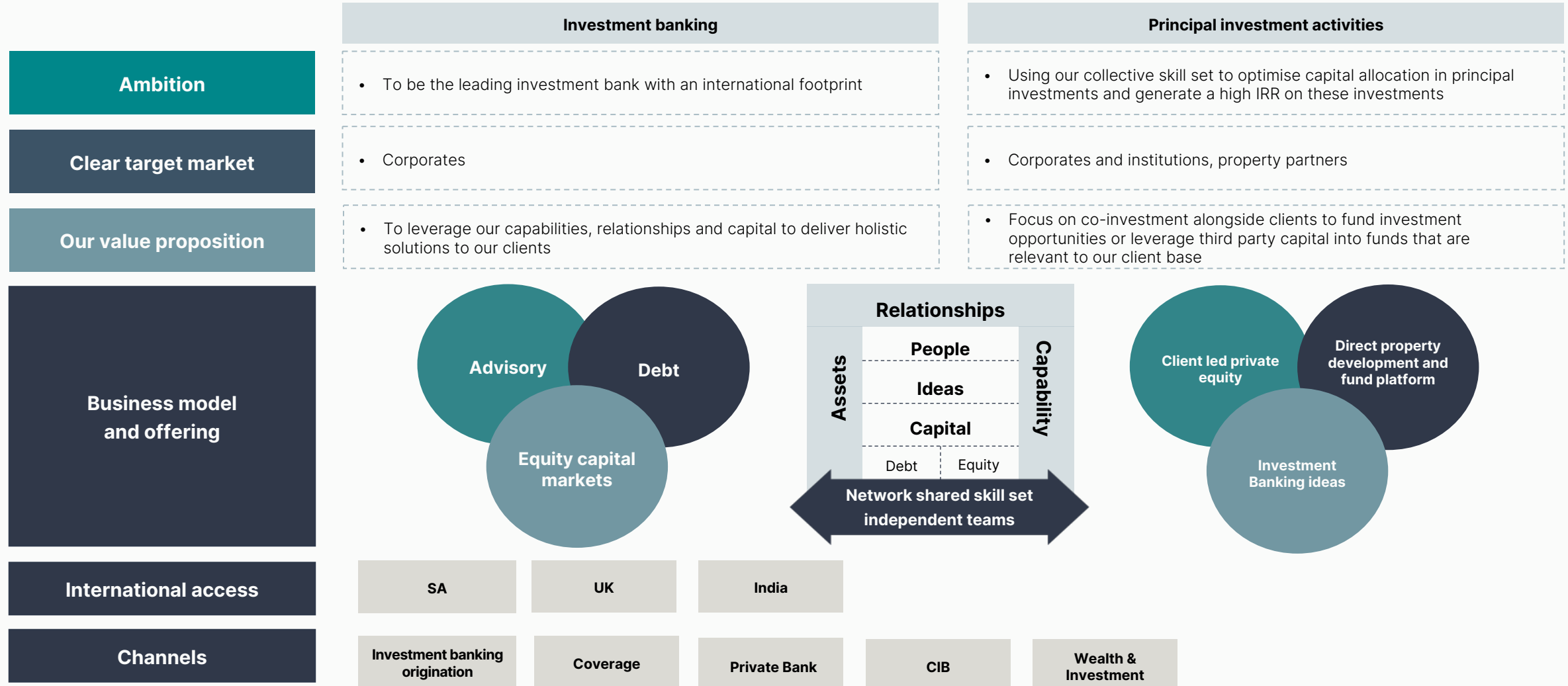
Specialist Banking: Investec for Business

Bespoke lending offerings for working capital optimisation and business growth



Specialist Banking: Investment Banking and Principal Investments

Delivering holistic investment solutions to clients



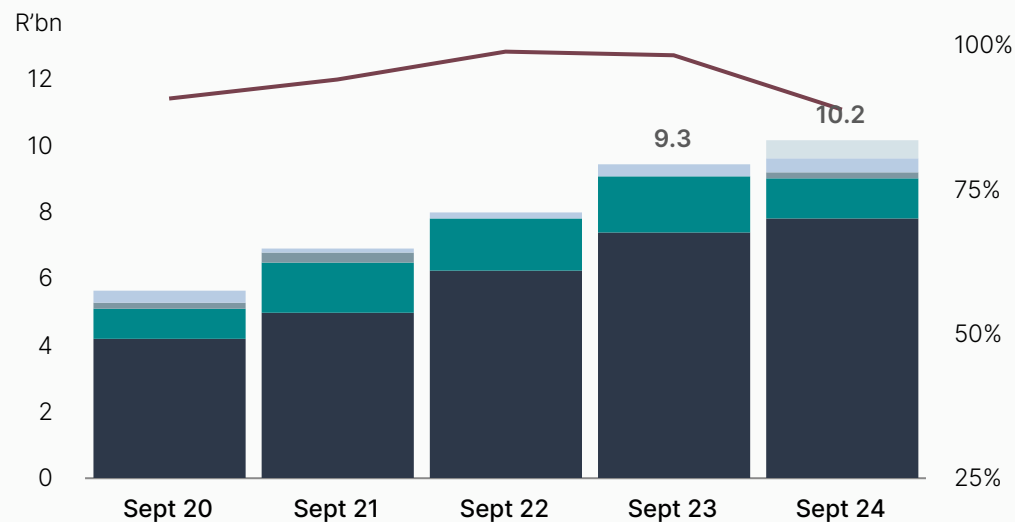
IBL operating fundamentals

03



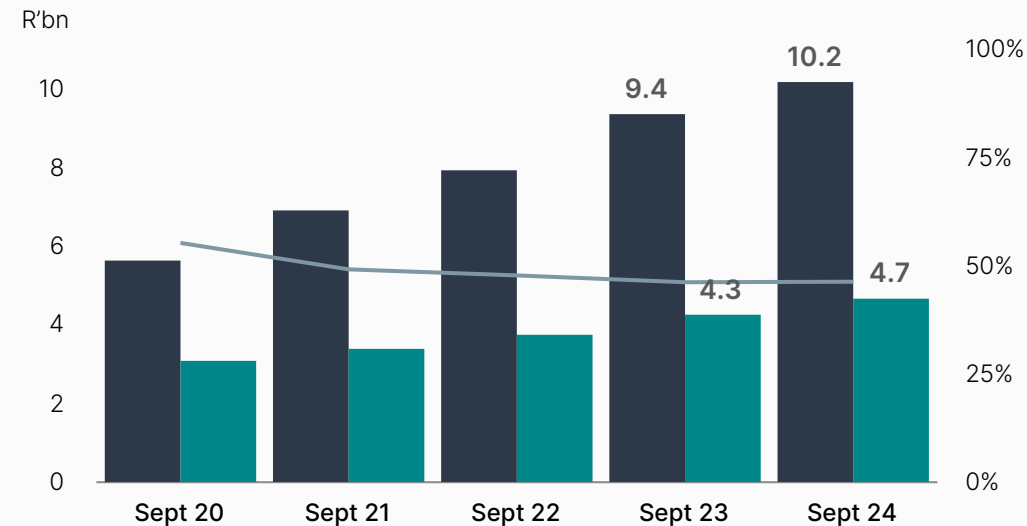
Revenue supported by resilient franchises

Revenue mix



Net interest income	Annuity fees and commissions
Trading income	Investment and associate income
Other fees and other operating income	Net Interest Income as a % of revenue

Revenue versus expenses



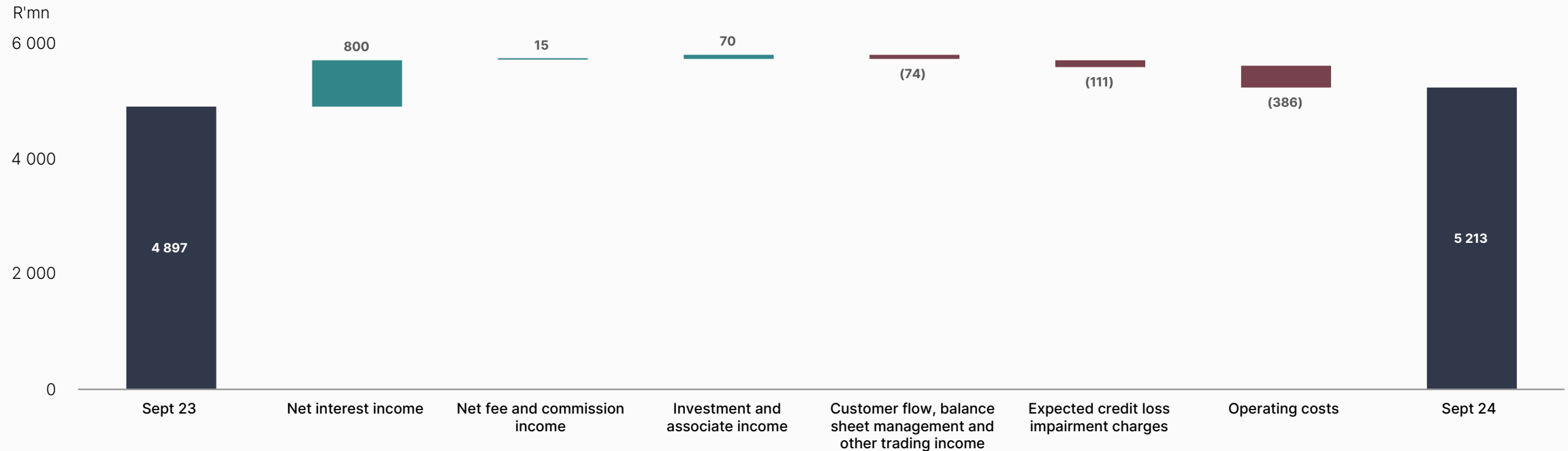
Operating income
Operating costs
Cost to income ratio

- A diversified business model continues to support a **large annuity income* base** comprising net interest income and net annuity fees and commissions, currently 89% of operating income (up from 91% in 2020)
- **Total operating income** increased 8.7% to R10 177 million (30 September 2023: R9 365 million), positively impacted by an increase in net interest income from lower cost of funds, higher investment income and an increase in trading income from balance sheet management activities
- **Operating costs** increased 9.0% to R4 686 million (30 September 2023: R4 301 million) driven by higher personnel expenses due to annual salary increases and higher headcount, as well as increased IT spend to support business growth. The cost to income ratio for the six months ended 30 September 2024 was 46.0% (30 September 2023: 45.9%).

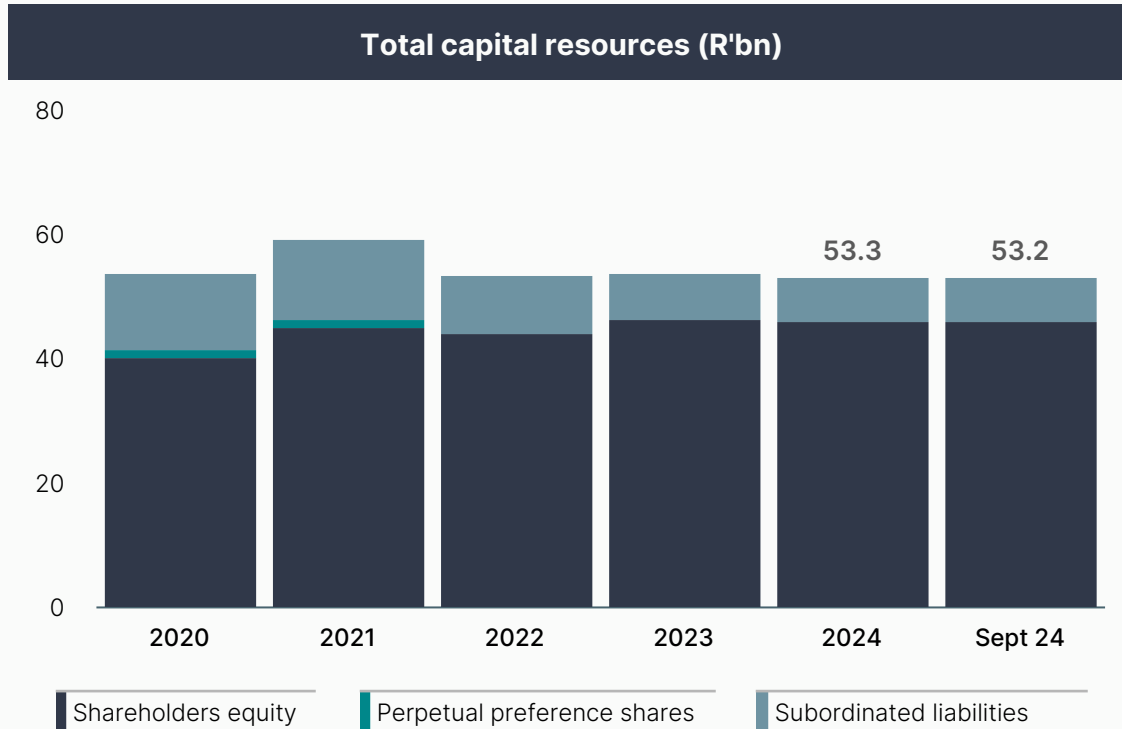
* Where annuity income is net interest income plus net annuity fees and commissions

Operating Profit

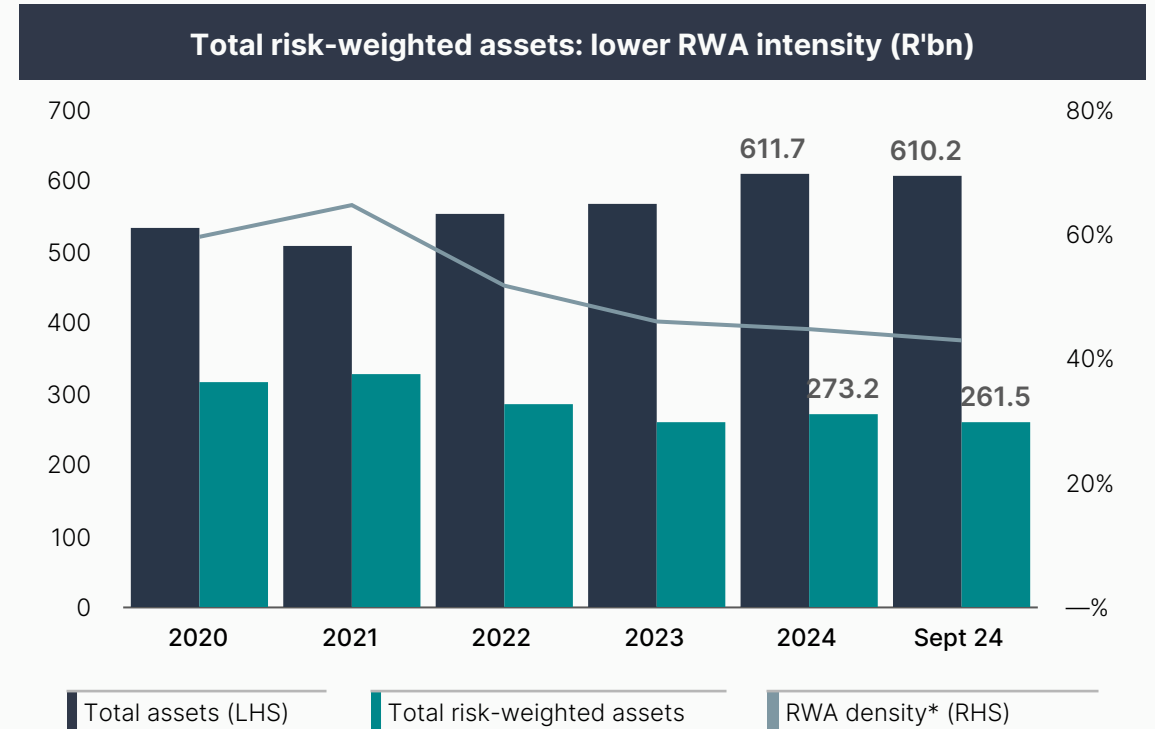
- IBL reported an increase in profit before goodwill and acquired intangibles of 6.5%. Our client engagement has been proactive, resulting in good client acquisition across both private and corporate clients in the period under review. Profits increased primarily due to:
 - Higher net interest income benefitting from lower cost of funds as we continue to implement our strategy to optimise the funding pool, as well as higher average advances and interest rates
 - Higher net fees increased benefitting from growth in client activity as well as higher structuring, FX and equity market fees in the corporate and institutional banking business
 - Higher investment income driven by higher net fair value gains from investment portfolios in our client franchises as South African assets repriced following the successful formation of the Government of National Unity
 - Trading loss arising from customer flow reflects the impact of hedge accounting implementation which resulted in MTM movements in the derivatives associated with credit investments being recognised in the balance sheet and amortised over the life of the hedging instrument



Sound capital base



- Capital resources have increased since FY2023
- Our total **capital resources have grown by 47% since 2014 to R53 165mn** at 30 September 2024 (CAGR of 3.9% per year) without recourse to government or shareholder.



- IBL's **RWA density** decreased to 42.9% (31 March 2024: 44.7%)
- Investec Bank Limited uses the Internal Ratings Based (IRB) Approach to quantify credit RWAs.

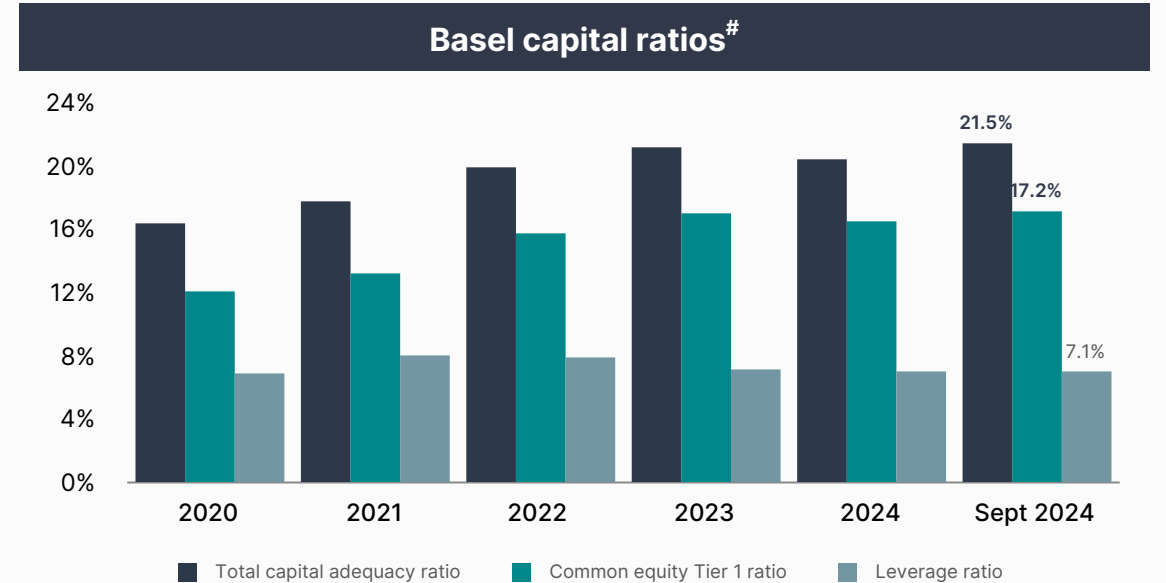
* Risk-weighted assets (RWA) as a % of total assets

Strong capital ratios

Capital development		
	AIRB Scope *	
	30 Sept 2024	31 March 2023
Common equity Tier 1 ^	17.2%	16.5%
Tier 1 ratio	18.7%	17.8%
Total capital ratio	21.5%	20.5%
Leverage ratio	7.1%	7.1%

* Investec Limited adopts the Internal Rating Based (IRB) Approach for quantification of credit RWA, as at 31 March 2024 credit RWA is quantified using AIRB approach (52%) and FIRB approach (25%), with the balance of the portfolio on the Standardised approach (23%).

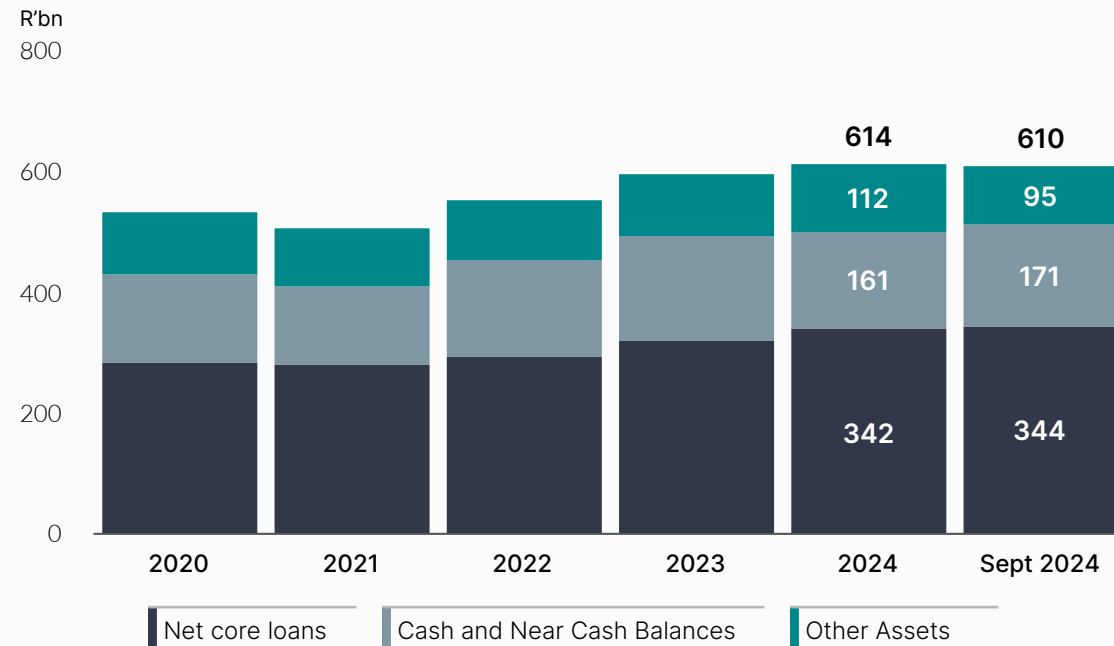
^ Investec Bank Limited's capital information included unappropriated profits at 31 March 2024. If unappropriated profits had been excluded from capital information, Investec Bank Limited's CET 1 ratio would be 118bps lower (March 2023: 164bps lower).



- From 2022 ratios are shown on increased AIRB Scope, all prior years on FIRB
- IBL maintained a sound capital position with a CET1 ratio of 17.2% and a total capital adequacy ratio of 21.5%
- Leverage ratios remain robust.

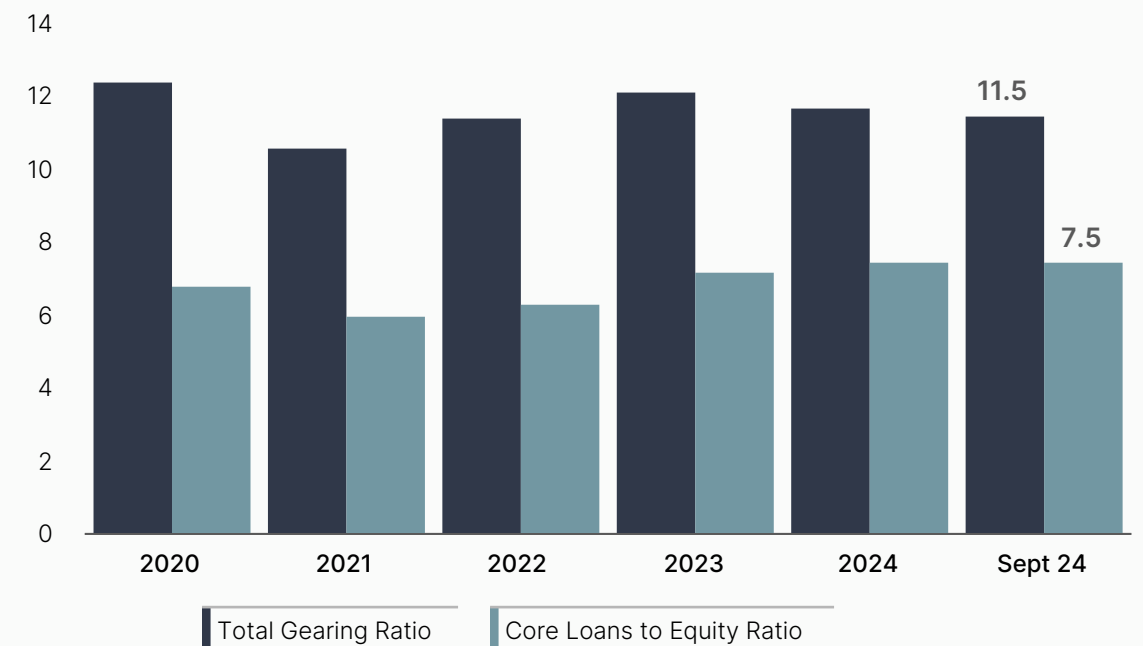
Consistent asset growth, gearing ratios remain low

Total assets composition



- We have reported a **CAGR of c.7% in net core loans** since 2014 driven by increased activity across our target client base, as well as growth in our core client franchises
- In addition, we have seen **solid growth in cash and near cash balances**

Gearing remains low¹



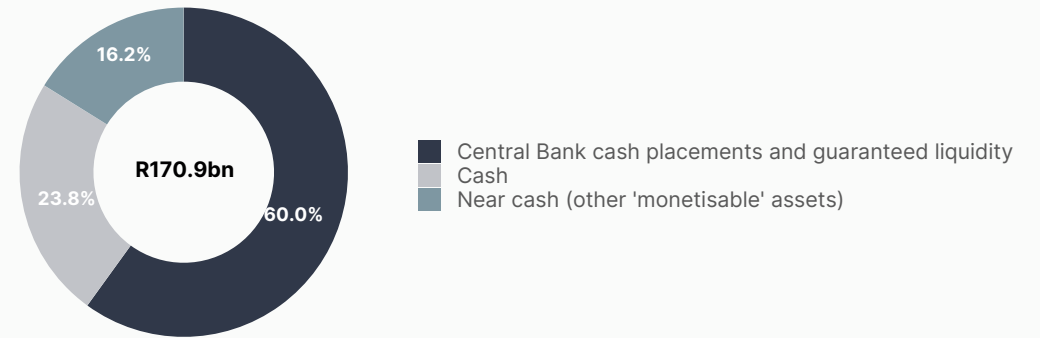
- We have **maintained low gearing ratios¹** with total gearing at 11.5x as at 30 September 2024 and an average of 11.1 since 2014.

¹ Gearing ratio calculated as total assets divided by total equity.

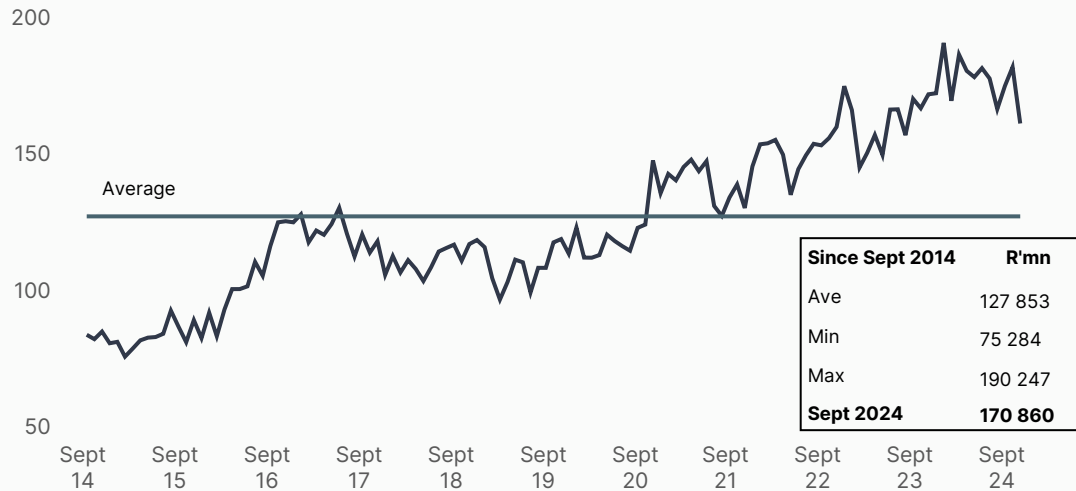
Substantial surplus liquidity

- We maintain a high level of readily available, high quality liquid assets, targeting a minimum cash to customer deposit ratio of 25%. Cash and near cash balances have increased significantly since 30 September 2014 (8% CAGR) to R170.9bn at 30 September 2024 (representing 39.3% of customer deposits)
- We delivered liquidity ratios well in excess of regulatory requirements. At 30 September 2024, IBL's (bank solo) three-month average Liquidity Coverage Ratio (LCR) was 176.3%
- IBL's (bank solo) Net Stable Funding Ratio (NSFR) was 122.3% (ahead of minimum requirements of 100%)

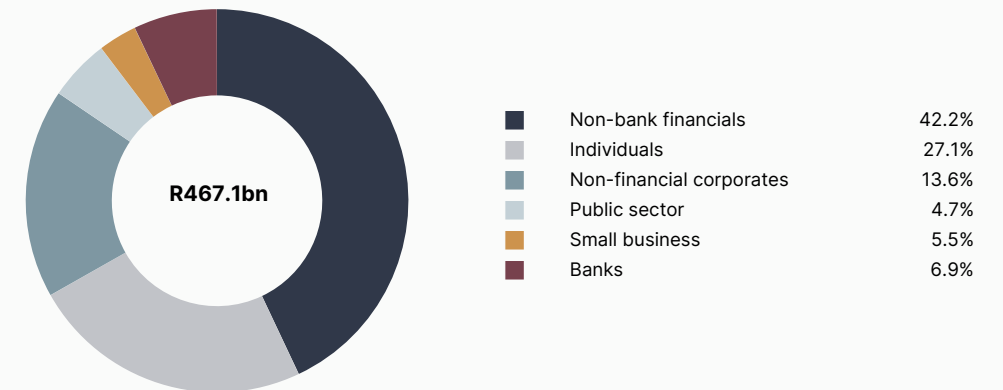
Cash and near cash balances



Cash and near cash balances

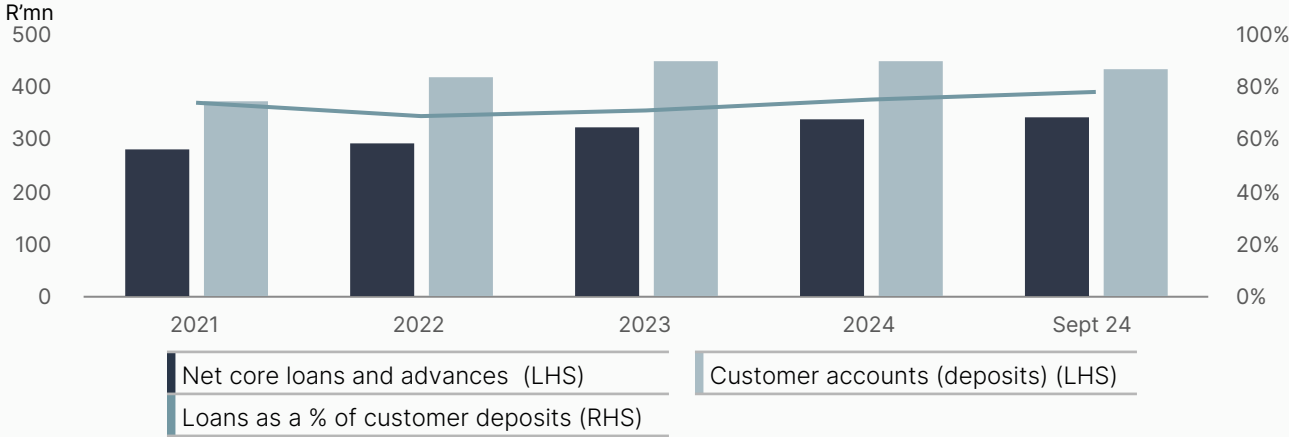


Depositor concentration by type at 30 September 2024

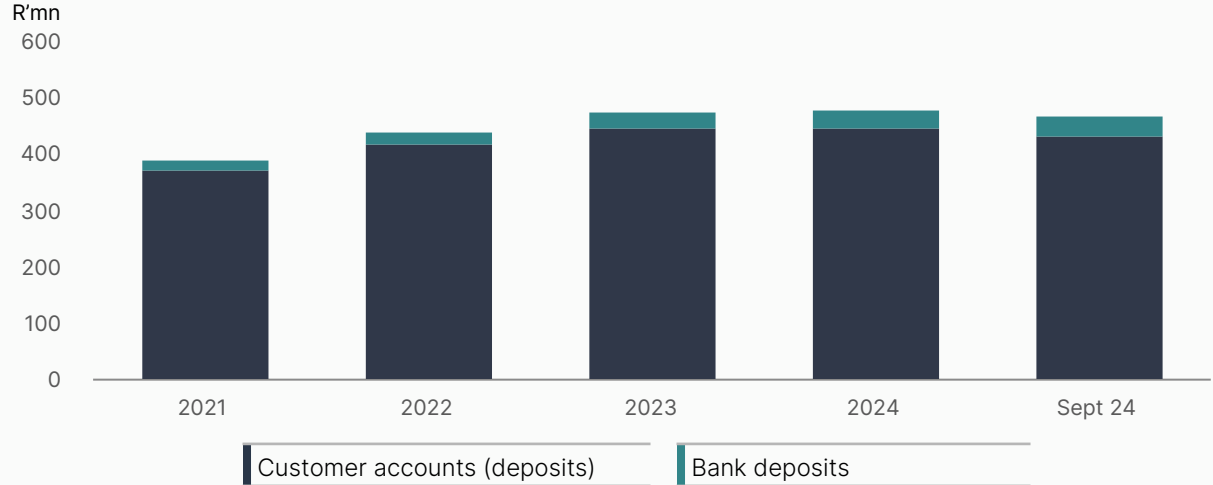


Healthy loan to deposit ratio, stable customer deposit base

Fully self funded from customer deposits: healthy loan to deposit ratio



Total deposits: stable customer deposit base



- Customer deposits **have grown by 112.1% (c.7.8% CAGR p.a.) since 2014 to R434.7bn** at 30 September 2024
- Loans and advances as a percentage of customer deposits **amounts to 77.6%.**

- We also have strong relationships with our institutional clients and our wholesale funding is diversified by product and tenor
- **Fixed and notice customer deposits** have continued to display a strong **'stickiness'** with continued willingness from clients to reinvest in our suite of term and notice products.

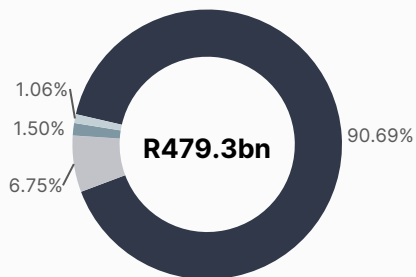
Diversified funding strategy

- Investec's funding consists **primarily of customer deposits**
- Investec adopts a **conservative and prudent funding strategy**

Conservative and prudent funding strategy

- Maintaining a high base of high-quality liquid assets
- Diversifying funding sources
- Limiting concentration risk
- Minimum cash of at least 25% of customer deposits on an on-going basis
- Low reliance on wholesale funding
- Maintaining a stable retail deposit franchise
- Each geographic entity must be self-sufficient from a funding and liquidity standpoint

Select funding sources



R'mn	30 Sept 2024
Customer deposits	434 687
Deposits by banks	32 375
Subordinated liabilities	7 186
Securitisation liabilities	5 086
Total	479 333

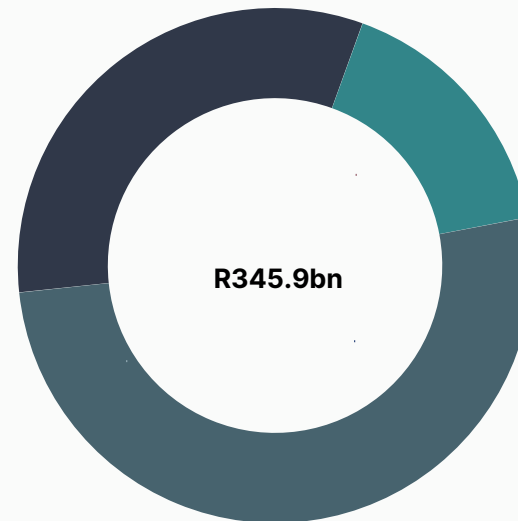
- Customer deposits account for 90.7% of selected funding sources** as at 30 September 2024
- Customer deposits are supplemented by deposits from banks (6.8%), subordinated debt (1.5%) and securitisation liabilities (1.1%)
- We do not place **reliance on any single deposit channel**, nor do we overly rely on interbank funding
- Core loans are funded from customer deposits** and interbank (dollar) funding supplements cash and near cash balances

Exposures in a select target market

- **Credit and counterparty exposures are to a select target market:**
 - high net worth and high-income clients
 - mid to large sized corporates
 - government, public sector bodies and institutions
- We typically originate loans with the intent of holding these assets to maturity, and thereby developing a 'hands-on' and long-standing relationship with our clients
- **The majority of the bank's credit and counterparty exposures reside within its principal operating geographies, namely South Africa and Mauritius**

Gross core loans* by risk category

Corporate and other lending	32%
Corporate and acquisition finance	23.1%
Fund Finance	3.2%
Energy and infrastructure finance	2.0%
Aviation finance	1.4%
Financial institutions and governments	0.8%
Small ticket asset finance	1.7%



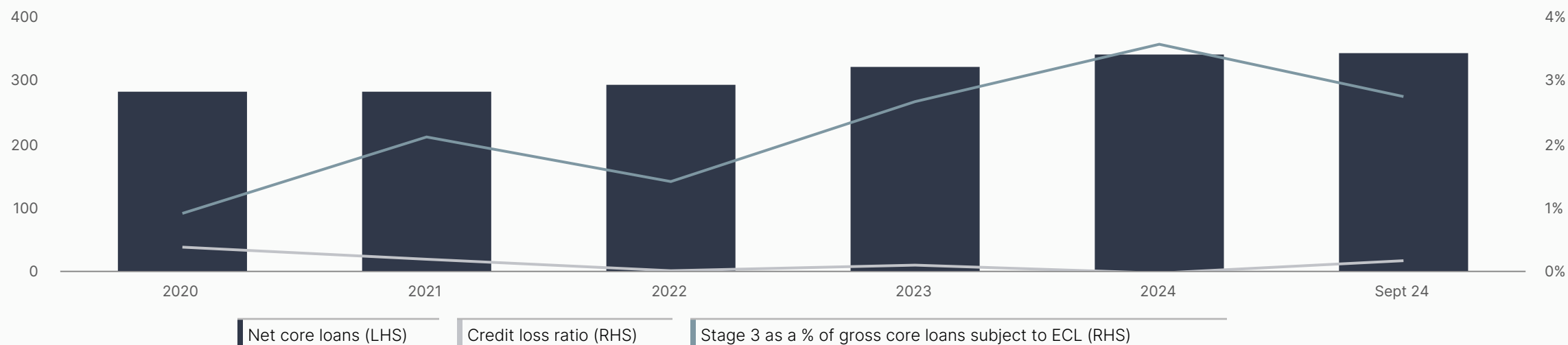
Lending collateralised by property	17%
Commercial real estate investment	13.7%
Commercial real estate development	0.7%
Commercial vacant land and planning	0.1%
Residential real estate investment	0.7%
Residential real estate development	0.8%
Residential vacant land and planning	0.3%

High net worth and other private clients	51%
HNW and private client - mortgages	28.5%
HNW and specialised lending	22.8%

* Gross core loans subject to ECL

Asset quality

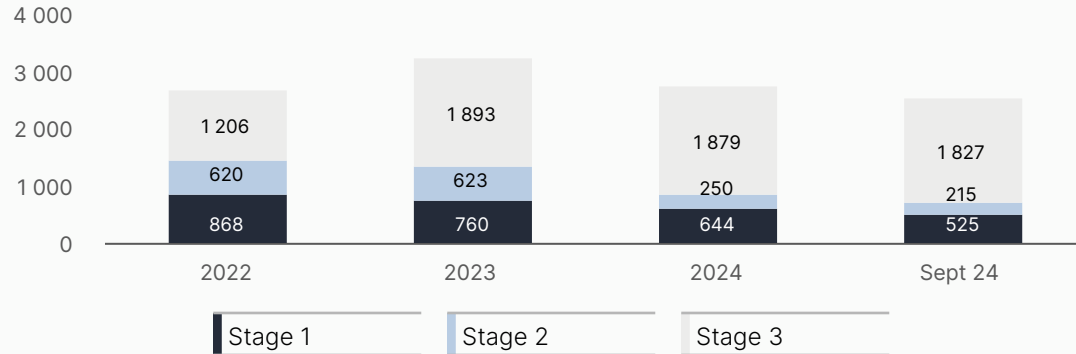
Core loans and asset quality



- Credit quality metrics on core loans and advances for the year ending 30 September 2024 are as follows:
- **Expected credit loss (ECL) impairment charges** were R278 million (30 September 2023: R167 million) resulting in a credit loss ratio (CLR) of 0.16% (H12024: 0.08%). The higher charge was primarily driven by the idiosyncratic stage 3 ECL charges on certain exposures.
- There has been **no movement in Stage 2 to 2.4% of gross core loans subject to ECL** at 30 September 2024 (31 March 2024: 2.4%)
- Stage 3 exposures decreased to 2.7% of gross core loans subject to ECL at 30 September 2024 (31 March 2024: 3.6%) due to a fewer exposures migrating from Stage 2

Asset quality metrics

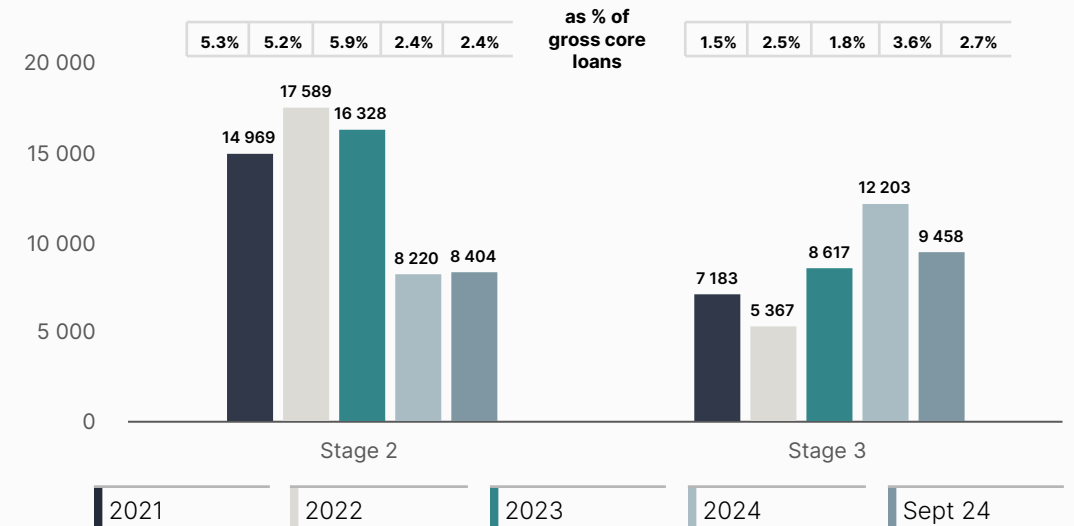
Provision build
R'mn



ECL coverage ratio	FY 2022	FY 2023	FY 2024	1H 2025
Stage 1	0.32%	0.25%	0.20%	0.16%
Stage 2	3.5%	3.8%	3.0%	2.6%
Stage 3	22.5%	22.0%	15.4%	19.3%

- **Stage 1** provisions decreased 18.5% from R644mn at 31 March 2024 to R525mn at 30 September 2024. As a result, Stage 1 ECL coverage ratio also decreased from 0.20% to 0.16%
- **Stage 2** provisions decreased 14.0% from R250mn at 31 March 2024 to R215mn at 30 September 2024. Stage 2 ECL coverage ratio also decreased from 3.0% to 2.6%
- **Stage 3** provisions decreased 2.8% from R1 879mn at 31 March 2024 to R1 827mn at 30 September 2024. Stage 3 ECL coverage ratio increased from 15.4% to 19.3%.

Gross core loans subject to ECL by stage
R'mn



- **Stage 2** exposures remained unchanged at 2.4% of gross core loans subject to ECL at 30 September 2024 (31 March 2024: 2.4%)
- **Stage 3** exposures decreased to R9.5 billion or 2.7% of gross core loans subject to ECL at 30 September 2024 (3.6% at 31 March 2024).

Credit ratings

Current credit ratings		
Moody's	Rating	Outlook
National scale long-term deposit rating	Aaa.za	Stable
National scale short-term deposit rating	P-1.za	
Global long-term deposit rating	Baa3	
Global short-term deposit rating	P-3	
Baseline credit assessment (BCA) and adjusted BCA	ba2	
Fitch	Rating	Outlook
National long-term rating	AA+(zaf)	Stable
National short-term rating	F1+(zaf)	
Foreign currency long-term issuer default rating	BB-	
Foreign currency short-term issuer default rating	B	
Viability rating	bb-	
Global Credit Ratings	Rating	Outlook
National long-term rating	AA+(za)	Stable
National short-term rating	A1+(za)	
International long-term rating	BB	
S&P	Rating	Outlook
National scale long-term rating	za.AA+	Positive
National scale short-term rating	za.A-1+	
Foreign currency long-term issuer credit rating	BB-	
Foreign currency short-term credit rating	B	

* Changes reflect downgrades of the sovereign of South Africa

Historical credit ratings				
Long-Term Foreign Currency Deposit Rating	Current	Nov 20*	May 20*	Apr 20*
Moody's	Baa3	Ba2	Ba1	Ba1
Fitch	BB-	BB-	BB	BB
S&P	BB-	BB-	BB-	BB

- IBL's ratings have remained relatively stable over many years **reflecting the financial soundness** of the bank over a long period of time
- Past ratings adjustments have largely been associated with changes in views by the rating agencies of the **credit worthiness of the South African sovereign**
- It is generally accepted that a bank cannot have a higher rating than the sovereign of the country in which it operates, unless they are largely foreign-owned and the foreign holding company is domiciled in a country with a higher rating than South Africa.

Peer analysis



04

Peer group companies

Long-Term Deposit Rating	S&P		Fitch		Moody's			Global Credit Ratings		
	Foreign currency*	National scale	Foreign currency*	National scale	Viability ratings	Global	National scale	Baseline credit assessment	International	National
Absa Bank Limited	n/a	za.AA	BB-	AA+(zaf)	bb-	Baa3	Aaa.za	ba2	BB	AA(za)
FirstRand Bank Limited	BB-	za.AA	BB-	AA+(zaf)	bb-	Baa3	Aaa.za	ba2	BB	AA+(za)
Nedbank Limited	BB-	za.AA	BB-	AA+(zaf)	bb-	Baa3	Aaa.za	ba2	BB	AA(za)
Standard Bank of South Africa Limited	n/a	n/a	BB-	AA+(zaf)	bb-	Baa3	Aaa.za	ba2	BB	AA+(za)
Investec Bank Limited	BB-	za.AA+	BB-	AA+(zaf)	bb-	Baa3	Aaa.za	ba2	BB	AA+(za)

Short-Term Deposit Rating	S&P		Fitch		Moody's		Global Credit Ratings
	Foreign currency*	National scale	Foreign currency*	National scale	Global	National scale	National
Absa Bank Limited	n/a	za.A-1+	B	F1+(zaf)	P-3	P-1.za	A1+(za)
FirstRand Bank Limited	B	za.A-1+	B	F1+(zaf)	P-3	P-1.za	A1+(za)
Nedbank Limited	B	za.A-1+	B	F1+(zaf)	P-3	P-1.za	A1+(za)
Standard Bank of South Africa Limited	n/a	n/a	B	F1+(zaf)	P-3	P-1.za	A1+(za)
Investec Bank Limited	B	za.A-1+	B	F1+(zaf)	P-3	P-1.za	A1+(za)

Rating definitions:

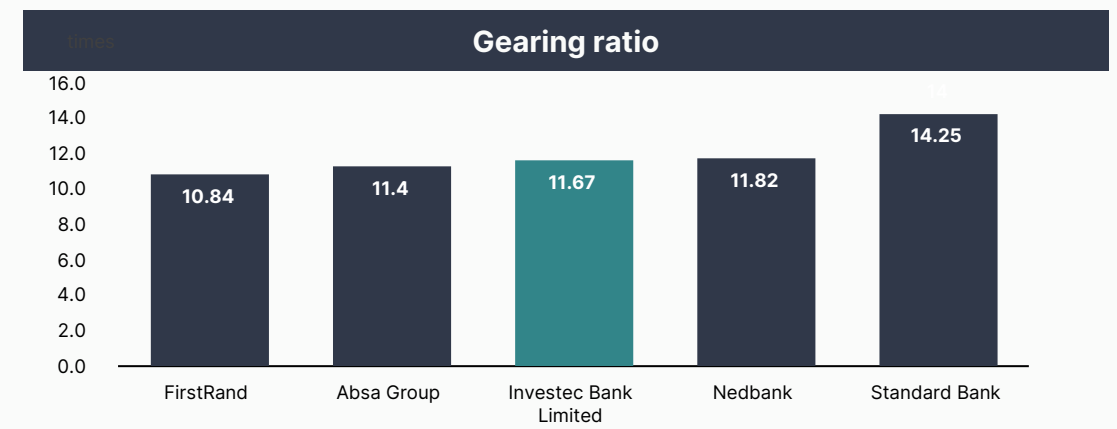
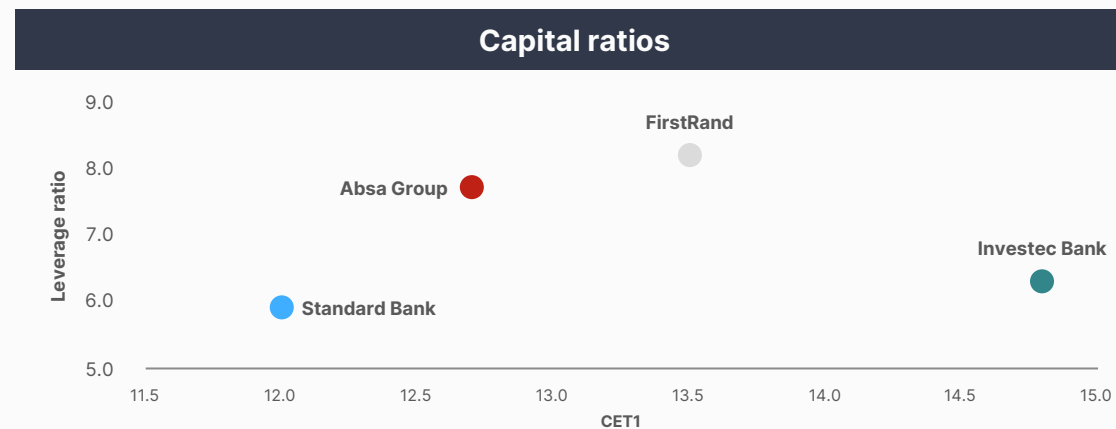
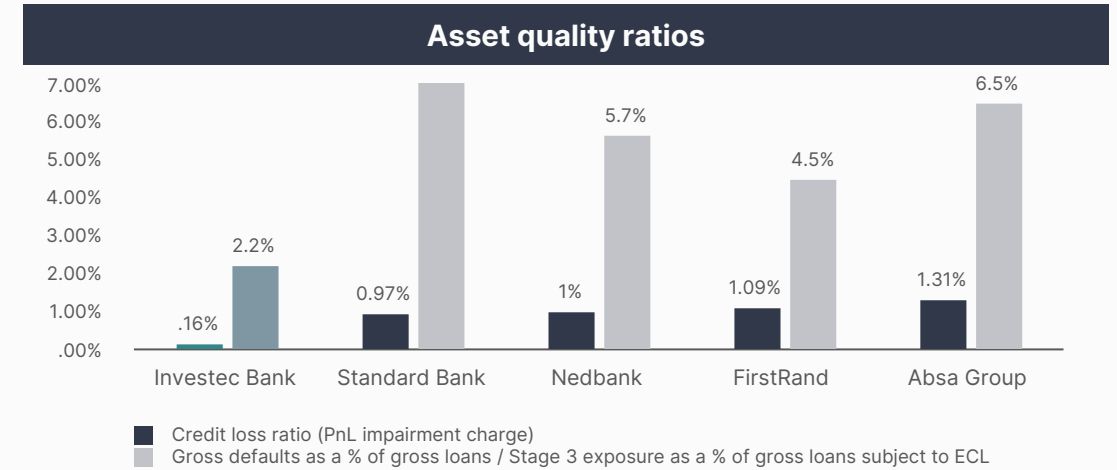
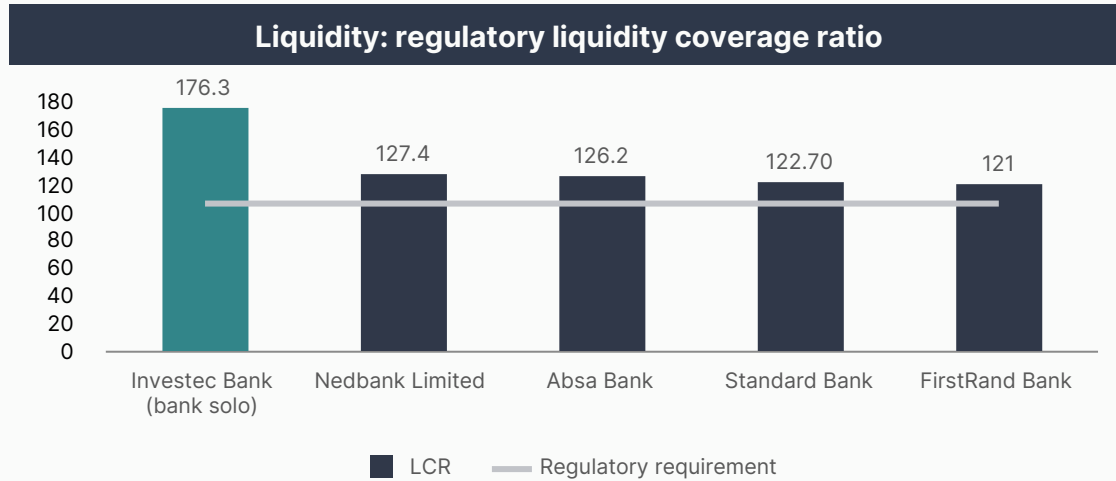
Short-term ratings should be used for investments less than a one-year time horizon and long-term ratings for periods greater than a year. Foreign currency ratings should be used when one is considering foreign denominated investments. Investments in Rand should be assessed against local currency and national ratings, (zaf) being Fitch's notation and .za for Moody's, Standard & Poor's and Global Credit Ratings notation for South African ratings.

Comparative ratings have been sourced from the respective company websites and recent press releases as at 23 May 2024 and may be subject to changes for which we cannot be held accountable. It is advisable to discuss the ratings of the various companies with the companies themselves as this information merely reflects our interpretation thereof.

* Impacted by the rating downgrades of the South African Sovereign.

Peer group companies* (cont.)

Investec is one of the more proportionately liquid of the Big 5 banks and is a net provider of funds to the interbank market in South Africa



* Source: Latest company interim and annual results available September 2024.

** LCR not disclosed on a bank solo level.

Peer group companies (cont.)

Definitions and/or explanations of certain ratios:

- A capital ratio is a measure of a bank's available capital expressed as a percentage of a bank's risk-weighted assets. It is based on regulatory qualifying capital (including common equity tier 1, additional tier 1 and tier 2 capital) as a percentage of risk-weighted assets. Assets are risk-weighted either according to the Standardised Approach in terms of Basel or the Advanced Approach
- The leverage ratio is calculated as total tier 1 capital (according to regulatory definitions) divided by total assets (exposure measure). This ratio effectively assumes all assets are 100% risk weighted and is a more conservative measure than the capital adequacy ratio. Regulators are expecting that this ratio should exceed 5%
- The gearing ratio is calculated as total assets divided by total equity (according to accounting definitions)
- The credit loss ratio is calculated as the expected credit loss (ECL) impairment charges on gross core loans as a % of average gross core loans subject to ECL
- Stage 3/Default loans largely comprise loans that are impaired and/or over 90 days in arrears

IBL Appendices

05



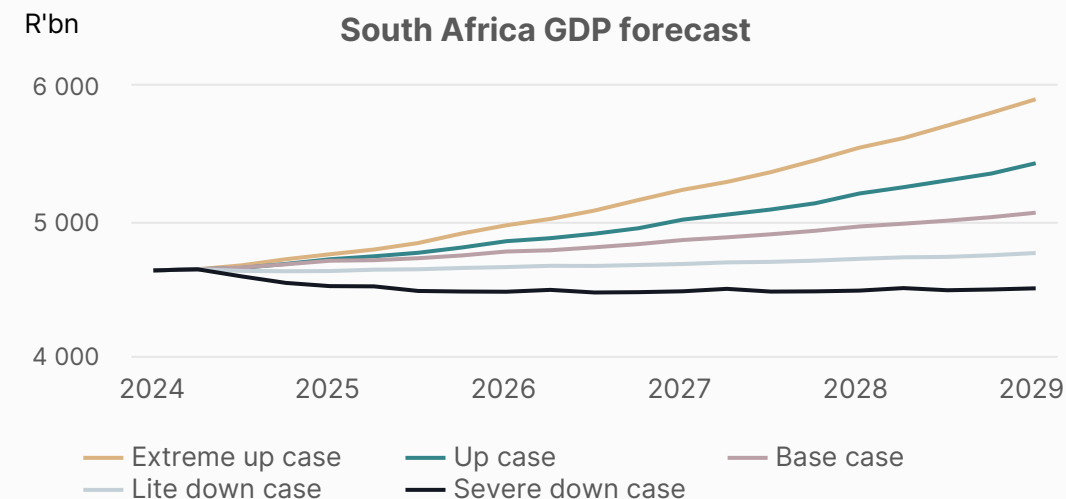
Macroeconomic scenarios – 30 September 2024

Key judgements at 30 September 2024

The measurement of ECL requires the use of multiple economic scenarios to calculate a probability weighted forward-looking estimate. These scenarios are updated at least twice a year, or more frequently if there is a macro-economic shock or significant shift in expectations. CL measurement.

A number of forecast economic scenarios are considered for capital planning, stress testing (including Investec-specific stress scenarios) and IFRS 9 ECL measurement.

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 30 September 2024.



	At 30 September 2024 average 2024 – 2029					At 31 March 2024 average 2024 – 2029				
	Extreme up case %	Up case %	Base case %	Lite down case %	Severe down case %	Extreme up case %	Up case %	Base case %	Lite down case %	Severe down case %
South Africa										
Macro-economic scenarios										
GDP growth	4.6	3.1	2.0	0.6	(0.5)	4.8	3.1	1.7	0.5	(0.6)
Repo rate	5.6	6.0	7.1	9.2	10.2	5.3	5.8	7.0	9.1	10.3
Bond yield	9.4	10.2	11.1	12.0	12.6	9.1	9.8	10.6	11.7	12.6
CPI Inflation	3.4	3.9	4.6	5.5	6.4	3.1	3.8	4.5	5.5	6.5
Residential property price growth	6.1	4.9	3.8	2.5	1.2	6.6	5.5	4.1	2.7	1.6
Commercial property price growth	4.2	2.6	1.4	(0.7)	(2.4)	4.4	2.7	1.4	(0.6)	(2.5)
Exchange rates (South African Rand : US Dollar)	14.8	16.3	17.1	19.7	21.8	14.5	16.0	18.1	19.7	21.9
Scenario weightings	2	12	50	35	1	1	2	45	43	9

IBL: salient financial features

Key financial statistics	30 Sept 2024	30 Sept 2023	% change	31 March 2024
Total operating income before expected credit loss impairment charges (R'million)	10 177	9 365	8.7%	18 347
Operating costs (R'million)	4 686	4 301	9.0%	8 783
Operating profit before goodwill and acquired intangibles (R'million)	5 213	4 897	6.5%	9 727
Headline earnings attributable to ordinary shareholders (R'million)	3 848	3 874	(0.7)%	7 718
Cost to income ratio	46.0%	45.9%		47.9%
Total capital resources (including subordinated liabilities) (R'million)	57 117	55 822	2.3%	56 732
Total equity (R'million)	49 931	47 869	4.3%	49 449
Total assets (R'million)	610 150	625 818	(2.5)%	611 674
Net core loans and advances (R'million)	344 416	336 074	2.5%	341 566
Customer accounts (deposits) (R'million)	434 687	460 358	(5.6)%	448 635
Loans and advances to customers as a % of customer accounts (deposits)	77.6%	71.6%		74.7%
Cash and near cash balances (R'million)	170 860	177 700	(3.8)%	160 712
Total gearing ratio (i.e. total assets excluding intergroup loans to equity)	11.5x	12.2x		11.7x
Total capital ratio	21.5%	20.3%		20.5%
Tier 1 ratio	18.7%	17.3%		17.8%
Common Equity Tier 1 ratio	17.2%	16.3%		16.5%
Leverage ratio	7.1%	6.8%		7.1%
Stage 3 as a % of gross core loans subject to ECL	2.7%	3.8%		3.6%
Stage 3 net of ECL as a % of net core loans subject to ECL	2.2%	3.2%		3.0%
Credit loss ratio	0.2%	0.1%		0.0%
Net Stable Funding Ratio % (NSFR)	122.3%	113.4%		115.0%
Liquidity Coverage Ratio % (LCR)	176.3%	182.9%		159.4%

IBL: income statement

R'million	30 Sept 2024	30 Sept 2023	% change
Interest income	27 135	25 647	5.8%
Interest expense	(19 311)	(18 264)	5.7%
Net interest income	7 824	7 383	6.0%
Fee and commission income	2 270	2 192	3.5%
Fee and commission expense	(527)	(464)	13.6%
Investment income	396	324	22.0%
Share of post-taxation profit/(loss) of associates	2	3	(51.5)%
Trading (loss)/income arising from			
– customer flow	(2)	(133)	(98.7)%
– balance sheet management and other trading activities	215	60	258.3%
Other operating income	(1)	–	(971.8)%
Operating income	10 177	9 365	8.7%
Expected credit loss impairment charges	(278)	(167)	66.6%
Operating income after expected credit loss impairment (charges)/releases	9 899	9 198	7.6%
Operating costs	(4 686)	(4 301)	9.0%
Operating profit before goodwill and acquired intangibles	5 213	4 897	6.5%
Impairment of goodwill	–	–	
Amortisation of acquired intangibles	–	(13)	(100.0)%
Profit before taxation	5 213	4 884	6.7%
Taxation on operating profit before acquired intangibles	(1 155)	(849)	36.1%
Taxation on acquired intangibles	–	4	(100.0)%
Profit after taxation	4 058	4 039	0.5%
Profit after taxation attributable to ordinary shareholders	3 848	3 874	
Profit after taxation attributable to perpetual preference shareholders and Other Additional Tier 1 security holders	212	165	

IBL: balance sheet

R'million	30 Sept 2024	31 March 2024	30 Sept 2023
Assets			
Cash and balances at central banks	20 064	14 795	13 450
Loans and advances to banks	8 471	7 751	7 789
Non-sovereign and non-bank cash placements	9 820	10 818	9 113
Reverse repurchase agreements and cash collateral on securities borrowed	59 861	77 352	75 481
Sovereign debt securities	73 779	72 142	79 732
Bank debt securities	6 679	8 297	13 223
Other debt securities	9 761	10 271	10 155
Derivative financial instruments	15 777	9 988	15 874
Securities arising from trading activities	8 391	7 980	6 464
Investment portfolio	337 344	335 120	2 801
Loans and advances to customers	7 072	6 446	329 600
Own originated loans and advances to customers securitised	–	–	6 474
Other loans and advances	–	–	–
Other securitised assets	3 203	3 085	548
Interests in associated undertakings	8	22	20
Current taxation assets	–	–	1
Deferred taxation assets	1 414	1 498	1 366
Other assets	6 305	9 240	10 819
Property and equipment	3 761	3 778	3 181
Investment properties	–	–	–
Goodwill	171	171	171
Software	79	92	108
Other acquired intangible assets	–	–	–
Loans to Group companies	38 190	31 092	39 448
Non-current assets classified as held for sale	–	–	–
	610 150	611 674	625 816

^Restated

IBL: balance sheet (cont.)

R'million	30 Sept 2024	31 March 2024	30 Sept 2023
Liabilities			
Deposits by banks	32 375	31 065	34 973
Derivative financial instruments	18 117	14 172	35 362
Other trading liabilities	22 753	20 410	3 875
Repurchase agreements and cash collateral on securities lent	28 198	19 706	18 183
Customer accounts (deposits)	434 687	448 635	460 358
Debt securities in issue	4 201	4 715	4 128
Liabilities arising on securitisation of own originated loans and advances	5 086	4 997	3 911
Current taxation liabilities	647	570	606
Deferred taxation liabilities	26	21	15
Other liabilities	5 083	7 975	7 763
Loans from Group companies	1 860	940	822
	553 033	554 942	569 996
Subordinated liabilities	7 186	7 283	7 953
	560 219	562 225	577 949
Equity			
Ordinary share capital	32	32	32
Ordinary share premium	14 250	14 250	14 250
Other reserves	4 124	5 138	4 565
Retained income	27 573	26 569	26 312
Ordinary shareholders' equity	45 979	45 989	45 160
Shareholders' equity excluding non-controlling interests	45 979	45 989	45 160
Other Additional Tier 1 securities in issue	3 950	3 460	2 710
Total equity	49 931	49 449	47 870
Total liabilities and equity	610 150	611 674	625 819

IBL: asset quality

R'million	30 Sept 2024	31 March 2024
Gross core loans	346 983	344 339
of which FVPL (excluding fixed rate loans)	1 122	1 137
Gross core loans subject to ECL*	345 861	343 202
Stage 1	327 999	322 779
Stage 2	8 404	8 220
of which past due greater than 30 days	930	671
Stage 3	9 458	12 203
ECL	(2 567)	(2 773)
Stage 1	(525)	(644)
Stage 2	(215)	(250)
Stage 3	(1 827)	(1 879)
Coverage ratio		
Stage 1	0.16%	0.20%
Stage 2	2.6%	3.0%
Stage 3	19.3%	15.4%
Annualised credit loss ratio	0.2%	-%
ECL impairment charges on core loans	(271)	123
Average gross core loans subject to ECL	344 532	333 881
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECL	7 631	10 324
Aggregate collateral and other credit enhancements on Stage 3	9 474	12 873
Stage 3 as a % of gross core loans subject to ECL	2.7%	3.6%
Stage 3 net of ECL as a % of net core loans subject to ECL	2.2%	3.0%

* 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. R11.9 billion of the drawn exposure falls into Stage 1 (31 March 2024: R13.8 billion), R373.9 million falls in Stage 2 (31 March 2024: R16.4 million) and the remaining R1.0 billion falls into Stage 3 (31 March 2024: R1003.3 million). The ECL on the Stage 1 portfolio is R43.3 million (31 March 2024: R30.9 million), ECL on Stage 2 is R0.2 million (31 March 2024: R0.4 million) and the ECL on Stage 3 portfolio is R155.0 million (31 March 2024: R119.3 million).

IBL: analysis of core loans by risk category

	Gross core loans at amortised cost and FVPL (subject to ECL)								Gross core loans at FVPL (not subject to ECL)	Gross core loans
	Stage 1		Stage 2		Stage 3		Total			
	Gross Exposure	ECL	Gross Exposure	ECL	Gross Exposure	ECL	Gross Exposure	ECL		
At September 30, 2024										
Lending collateralised by property	50 698	(68)	1 693	(3)	4 543	(675)	56 934	(746)	—	56 934
Commercial real estate	44 705	(60)	1 567	(3)	4 229	(621)	50 501	(684)	—	50 501
Commercial real estate – investment	41 732	(56)	1 558	(3)	4 215	(616)	47 505	(675)	—	47 505
Commercial real estate – development	2 492	(3)	—	—	—	—	2 492	(3)	—	2 492
Commercial vacant land and planning	481	(1)	9	—	14	(5)	504	(6)	—	504
Residential real estate	5 993	(8)	126	—	314	(54)	6 433	(62)	—	6 433
Residential real estate – investment	2 259	(2)	119	—	—	—	2 378	(2)	—	2 378
Residential real estate – development	2 720	(5)	—	—	126	(26)	2 846	(31)	—	2 846
Residential vacant land and planning	1 014	(1)	7	—	188	(28)	1 209	(29)	—	1 209
High net worth and other private client lending	171 574	(163)	3 556	(162)	2 410	(417)	177 540	(742)	—	177 540
Mortgages	93 829	(54)	3 006	(145)	1 857	(215)	98 692	(414)	—	98 692
High net worth and specialised lending*	77 745	(109)	550	(17)	553	(202)	78 848	(328)	—	78 848
Corporate and other lending	105 727	(294)	3 155	(50)	2 505	(735)	111 387	(1 079)	1 122	112 509
Corporate and acquisition finance	75 611	(157)	2 437	(30)	1 931	(597)	79 979	(784)	1 089	81 068
Fund finance	11 162	(24)	—	—	—	—	11 162	(24)	—	11 162
Financial institutions and governments	2 701	(12)	—	—	87	—	2 788	(12)	—	2 788
Small ticket asset finance	5 312	(32)	171	(4)	234	(94)	5 717	(130)	—	5 717
Aviation finance*	4 627	(42)	138	(2)	—	—	4 765	(44)	33	4 798
Power and infrastructure finance	6 314	(27)	409	(14)	253	(44)	6 976	(85)	—	6 976
Gross core loans and advances	327 999	(525)	8 404	(215)	9 458	(1 827)	345 861	(2 567)	1 122	346 983