Investec

OUT OF THE ORDINARY

Investec Bank plc

Investor generic presentation

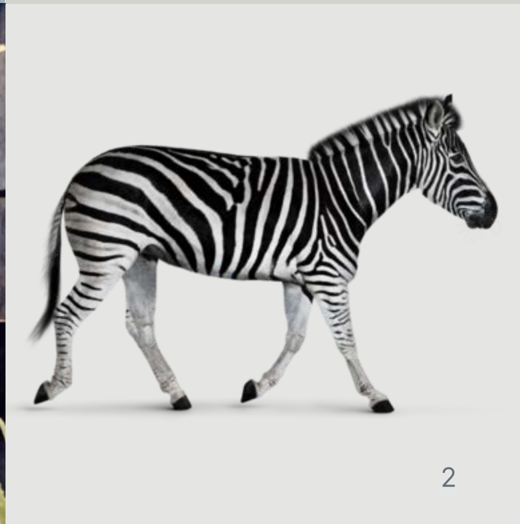
November 2024

The information in this presentation relates to the six months ended 30 September 2024 and has been prepared on a pro-forma basis, unless otherwise indicated.

Contents



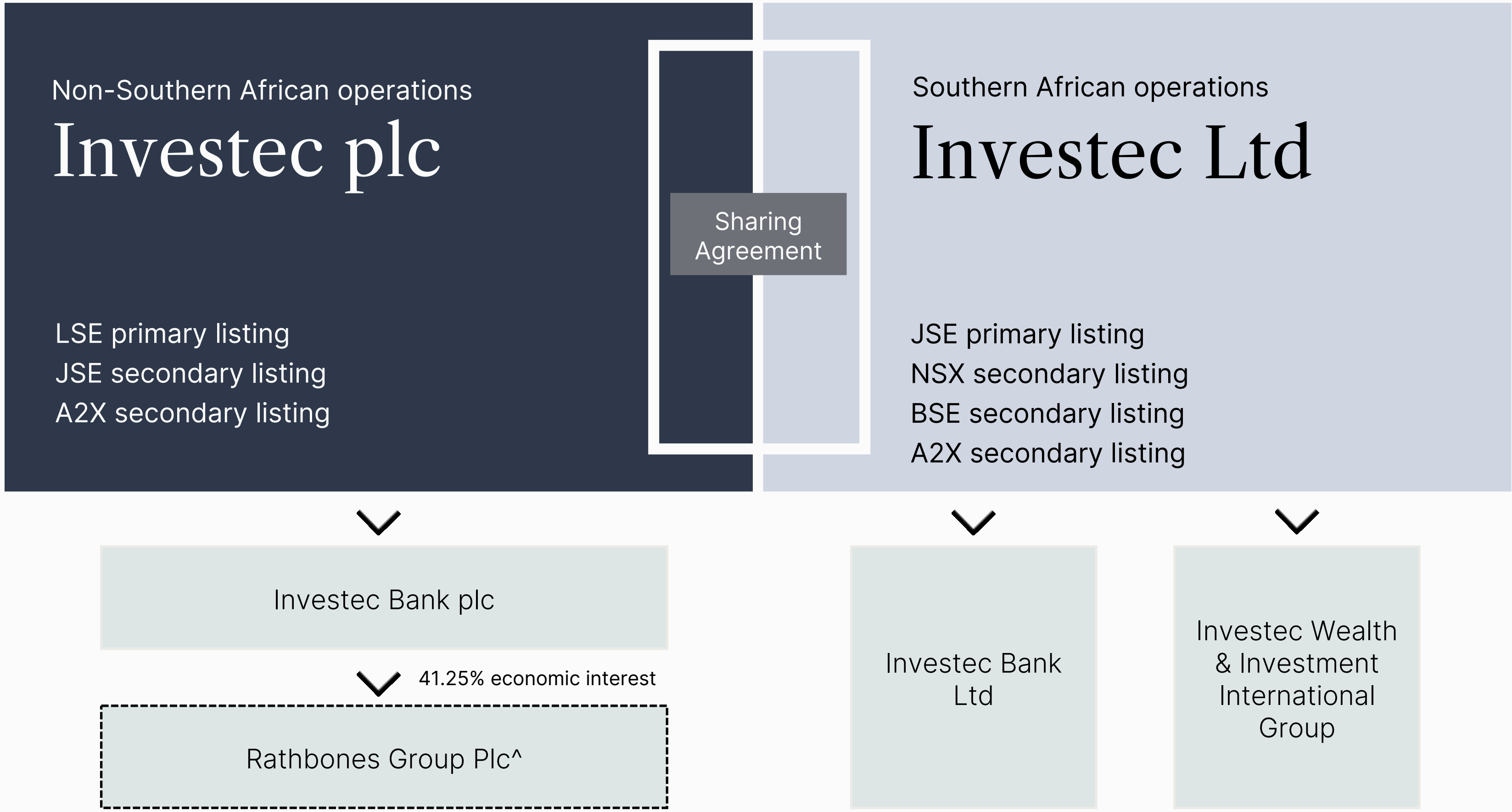




Overview of Investec Group

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.

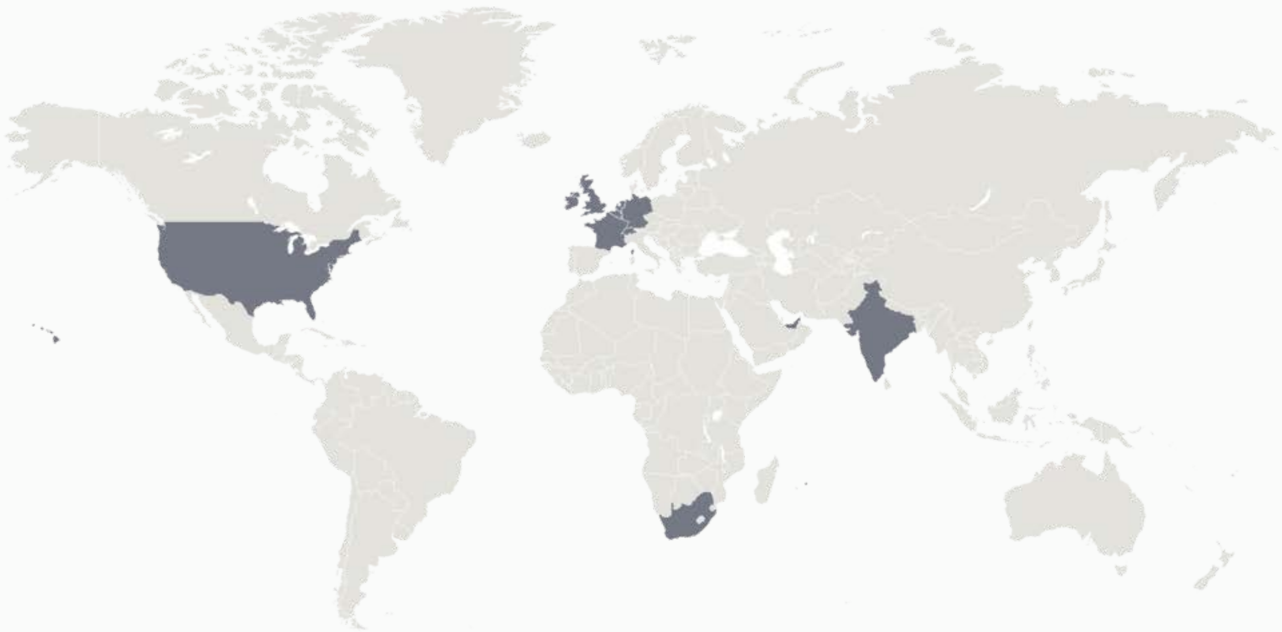
^ See slide 13 for further information on the combination.
All shareholdings in the ordinary share capital of the subsidiaries and associates shown are 100% unless otherwise stated.
Only main operating subsidiaries and associates are shown.

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

Growth Objectives

- Continued execution with discipline to drive **optimisation of returns**
- Accelerate and scale **growth initiatives**
- Further develop **connected client eco-systems** across business units & geographies

Underpinned by

- Deepening our **entrepreneurial culture**
  (Out of the ordinary: speed of execution & client experience)
- Continuous **digitalisation**
- **Strategic** use of **data**

Sustainability highlights

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

OUR IMPACT SDGs

13 CLIMATE ACTION

Net-zero commitments

- **Fossil fuel commitments:** Investec Group committed to zero thermal coal in our loan book by 31 March 2030
- **Scope 3 financed emissions:** Made significant progress on improving the data quality and processes. This involved implementing rigorous data collection processes to ensure that the data we use is accurate, reliable, and up-to-date.

10 REDUCED INEQUALITIES

Equality commitments

- Investec Group Board: **42% ethnic diversity** and 58% **women**
- Awarded best FTSE 250 strategy award at the INSEAD Alumni Balance in Business Initiative Awards 2024 recognising our commitment to achieving greater gender balance.

SUSTAINABLE FINANCE

- Raised **$56.5mn** through our Global Sustainable Equity Fund at 31 March 2024 (since launch in Mar-21)
- Evolving and developing our **Sustainable and Transition Finance Classification Framework** has been a primary area of focus and will help to drive existing and future sustainable finance activity
- We ranked **52nd among top 100 companies** globally in the Corporate Knights most sustainable companies.

TRANSITIONING OUR ENERGY EXPOSURE

- **0.00% coal exposure** as a % of gross core loans at 30 September 2024 (Mar-24: 0.05%)
- **59.98% renewables** as a % of our energy lending portfolio at 30 September 2024 (Mar-24: 52.35%)
- **0.00% coal** as a % of our energy lending portfolio at 30 September 2024 (Mar-24: 0.90%).

Incorporating sustainability in the way we do business and creating innovative, impactful solutions

Overview of Investec Bank plc

02

Investec Bank plc

A Specialist Bank with access to a diversified wealth management offering to deliver an extensive range of products and services.

Total assets	Net core loans	Customer deposits	FUMA	Employees
£29.9bn	£16.7bn	£21.8bn	Rathbones Group Plc* **£108.8bn** at 30 September 2024	2 200+

Key highlights

Diversified banking and non- banking profits

- Balanced and defensive business model comprising **Specialist Bank** and access to a **wealth management offering** through our partnership with Rathbones
- Continued focus on growing our capital light income
- Geographic and operational diversity with a high level of **net interest income and stable non-banking income from the wealth business** amounting to 76% of total operating income
- **Investec Wealth & Investment UK FUM** is now reported as part of the Rathbones Group following the completion of the combination in September 2023. Rathbones Funds Under Management and Administration (FUMA) totalled £108.8 billion at 30 September 2024. IBP holds 41.25% economic interest in Rathbones Group.
- Given the nature of the IW&I UK all-share combination with Rathbones, IBP essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be **more comparable to the future presentation of returns from this investment, proforma information has been prepared** as if the transaction had been in effect from the beginning of the year, i.e. IW&I UK has been presented as an equity accounted investment. Information in this presentation is presented on a proforma basis unless otherwise stated.

Sound balance sheet

- Never required shareholder or government support
- **Consistently robust capital base**: 13.5% CET1[1] ratio, strong leverage ratio of 10.4%[2] and total capital ratio of 19.9%
- **Strong liquidity ratios** with high level of readily available liquid assets, representing 44.9% of customer deposits (cash and near cash: £9.8bn)
- **Diversified funding base** with **strong retail deposit franchise** and low reliance on both wholesale funding and deposits from HNW individuals, customer deposits grew 4.4% since 31 March 2024
- We target a **diversified, secured loan portfolio**, lending to clients we know and understand whilst enduring concentration risk is prudently managed, mitigated and controlled
- We **inherently hold more capital per unit of risk,** with a conservative **risk-weighted assets density of 61.4%**[3].

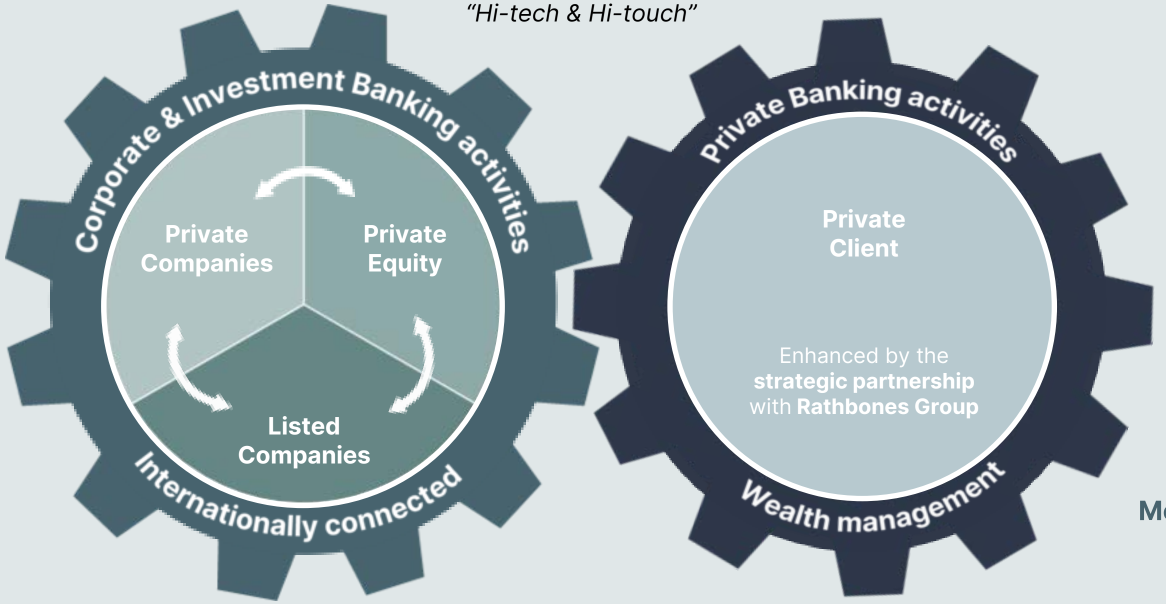
* IBP holds 41.25% economic interest in Rathbones Group.
1 The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's interim report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratio would be 35bps higher on this basis.
2 The leverage ratio is calculated on an end-quarter basis.
3 Risk-weighted assets as a percentage of total assets.

Strategic positioning

Building scale & relevance with the client at the centre – creating enduring worth

DELIVERING A UNIQUE BREADTH OF CAPABILITIES IN THE UK MID-MARKET

"Hi-tech & Hi-touch"



Accelerated drive to increase clients and share of wallet

Meeting our clients' business needs

Meeting our clients' personal needs

Leveraging our **connected client ecosystem** to deliver an **exceptional client service** with an **entrepreneurial approach**

Lending — **Advisory** — **Hedging** — **Transactional banking** — **Deposits**

What makes us distinct

Provision of high touch personalised service	Ability to leverage international, cross-border platforms	Well positioned to capture opportunities between the developed and the emerging world	Balanced business model with good business depth and breadth	Strong ability to originate, structure and distribute	Provision of high-quality solutions to corporate and private clients with leading positions in select areas

Wealth & Investment UK

Combination with Rathbones successfully completed on 21 Sept 2023

Adjusted operating profit*

£32.3 million

- In the prior period (pre-combination): IW&I UK reported adjusted operating profit (post-tax) of £35.9mn and an operating margin of 25.2%
- The current period (post-combination): represents the Group's 41.25% share of the combined Rathbones earnings recognised as post-taxation profit from associates of £32.3 million. Rathbones reported an operating margin of 25.1% for the six months to 30 June 2024

1

Created the UK's leading **discretionary wealth manager** delivering the scale that will power future growth

Rathbones FUMA at
30 September 2024

£108.8 billion

2

The **strategic partnership** will enhance the client proposition across both groups

3

Delivers **significant value creation**, with at least £60 million of pre-tax cost and revenue synergies

To 30 September 2024 Rathbones have reported run-rate synergies of

£25.5 million

Significantly ahead of the first-year post combination objective of £15 million

4

Fully committed to the attractive wealth management sector in the UK with a

41.25% **shareholding**

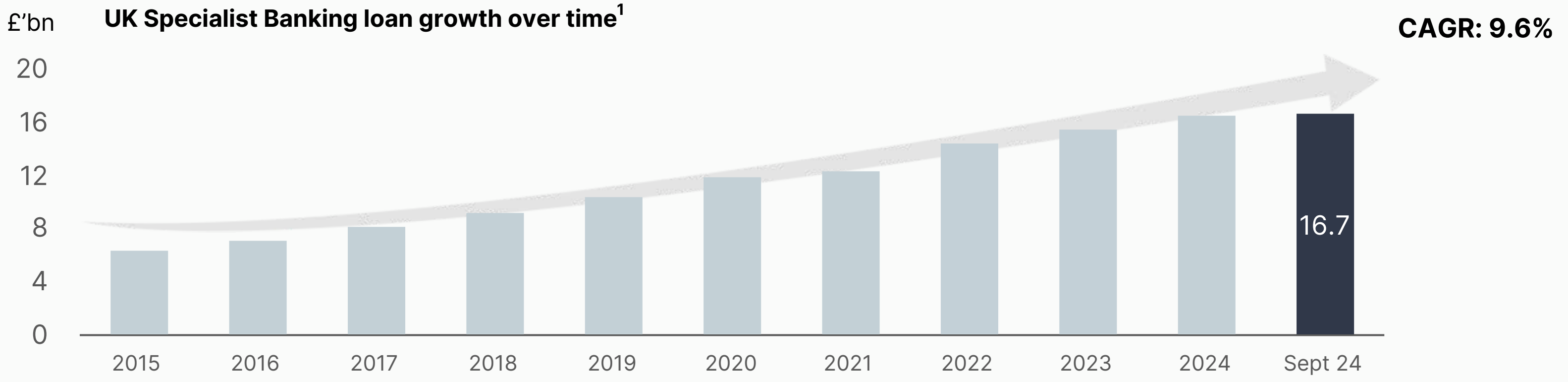
in Rathbones Group

* Adjusted operating profit of £32.3 million is post taxation as it represents our share of post taxation equity accounted earnings

Specialist Banking

Winning in under-serviced parts of the market through dynamic, full service offering

Private clients	Private companies	Private equity and sponsor-backed companies	Publicly listed companies	Specialist sectors
For **high net worth clients** that need a banking partner to provide intellectual and financial capital to achieve their vision of success	For **UK mid-market founder and entrepreneur-led businesses** looking for a banking partner to support their needs, along every stage of their journey	For **UK mid-market Private Equity** clients looking for boutique service with 'bulge bracket' capability and award-winning franchises	For **UK mid-market listed companies** looking for top-ranked corporate broking and equity research and strategic advisory	**International specialist sector clients** looking for a corporate finance and banking partner with deep expertise and an innovative approach
Mortgages & Personal Lending, Cash Management & Foreign Exchange, Private Capital, integrated with Wealth Mgmt.	Investec Direct Lending, Working Capital & Asset Finance, Specialist Lending, M&A Advisory, Equity Capital Markets, Treasury & Risk Solutions			



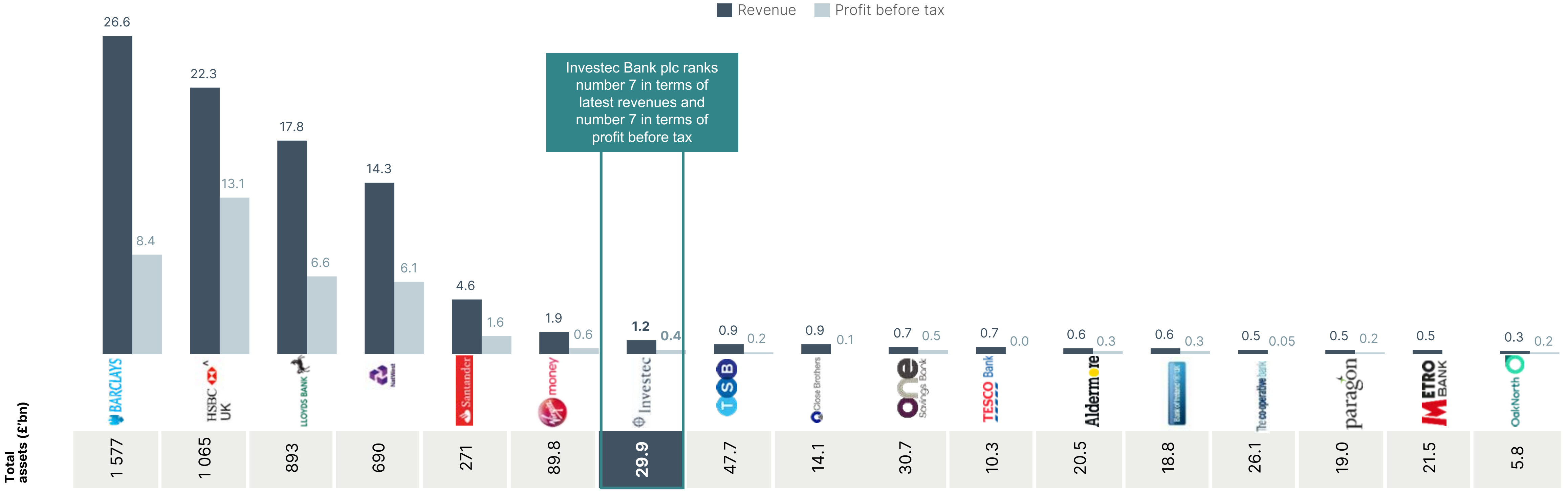
Permanent employees	**2,200+**
% Contribution to revenue[2] of Investec Group	**c.53%**
% Contribution to loan book of Investec Group	**c.53%**

1 Information for financial years prior to 2019 reflects the results of the ongoing business (excluding UK Specialist Bank legacy assets and businesses sold). Information from FY19 onwards is presented on a statutory basis.
2 IBP's Specialist Banking total operating income as a percentage of the Investec Group's (for the six months ended 30 September 2024). Given the nature of the IW&I UK all-share combination with Rathbones, the Group essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be more comparable to the current period, contribution to Group revenue in the prior period has been calculated using proforma information which has been prepared as if the transaction had been in effect from the beginning of the prior period, i.e. IW&I UK has been presented as an equity accounted investment.

IBP ranks 7th for UK banks by revenue and 7th by profits

IBP is a substantial business generating strong and consistent revenues over many years. IBP revenue during the six months to 30 September 2024 totalled £586mn (£1,172mn annualised). The chart below shows the relative revenue generation compared to the rest of the UK banking market. We have a number of diversified banking income streams rather than a monoline business.

Selected UK Banking Ranking by Revenues (£'bn)



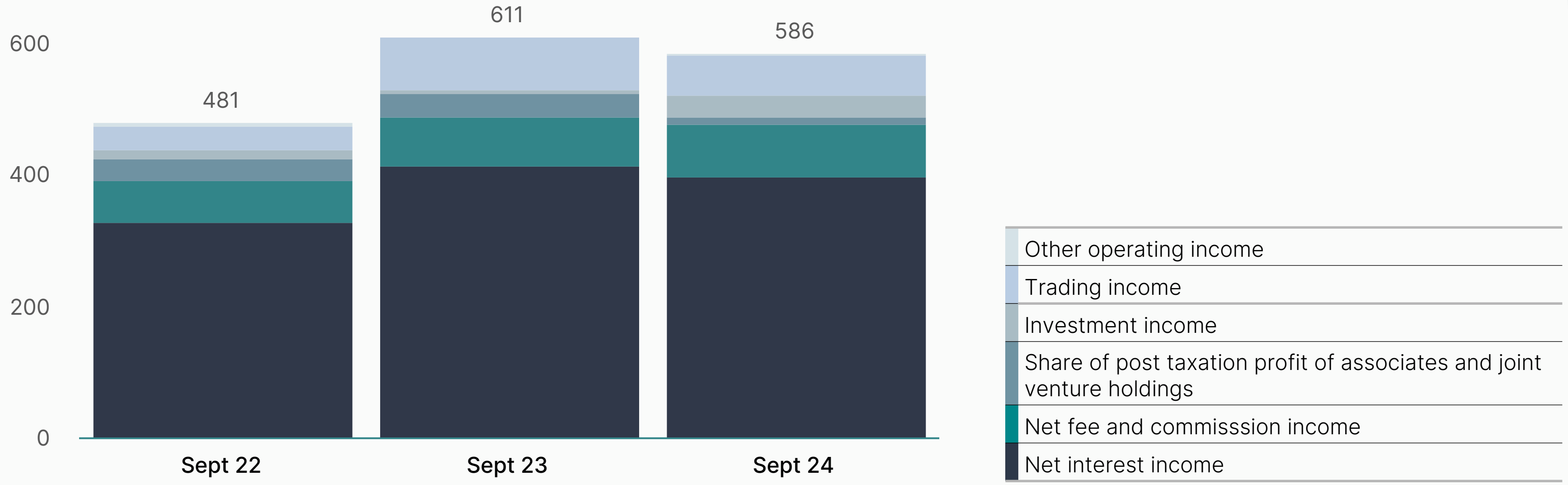
All figures are based on 30 June 2024 disclosures, with the exception of IBP and Virgin Money UK plc which are shown as at 30 September 2024, Close Brothers Group plc which is shown as at 31 July 2024, and Paragon Banking Group plc which is shown as at 31 March 2024, Tesco Personal Finance Group plc which is shown as at 29 February 2024, TSB Banking Group plc, Bank of Ireland UK plc and OakNorth Bank plc which are shown as at 31 December 2023. Figures have been annualised where necessary.
^ Figures shown relate to HSBC UK Bank plc and HSBC Bank plc

Investec Bank plc operating fundamentals

03

Profitability supported by diversified revenue streams

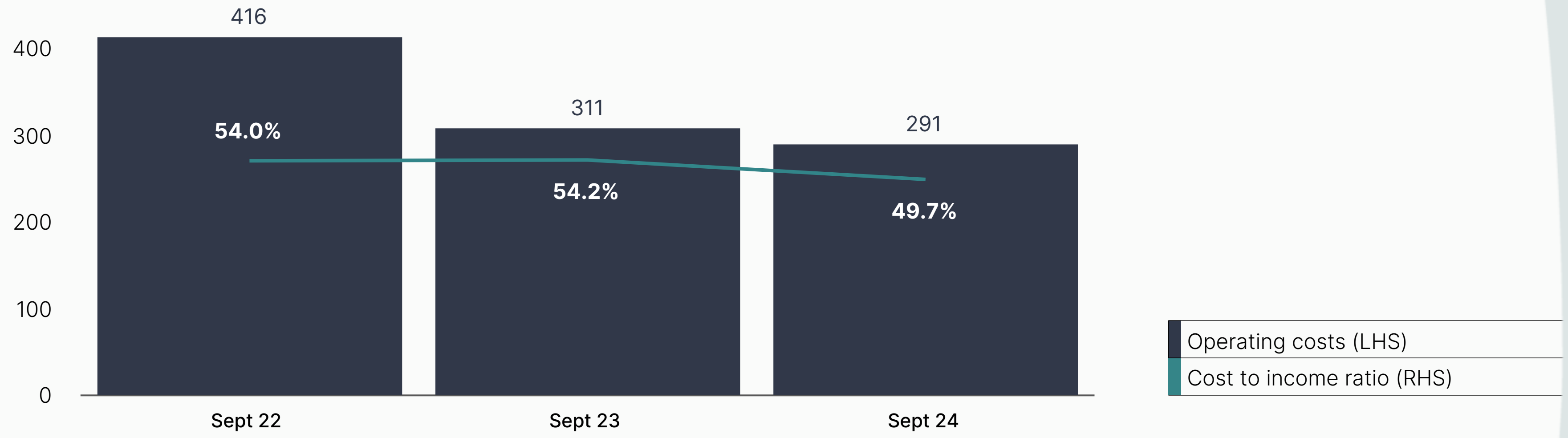
Revenue mix (£'mn)



- **Solid High level of net interest income and stable non-banking income from the wealth business accounts for 73% of total operating income**
- **Diversified, quality revenue mix:**
  - Lending franchises driving net interest income at 68% of revenue
  - Lending franchises generating sound level of fees
  - Wealth business income from our holding in Rathbones (income from IW&I prior to the combination with Rathbones)
  - Investment income a low proportion of total revenue
  - We are focused on growing our capital light revenues.

Cost to income ratio decreasing overtime

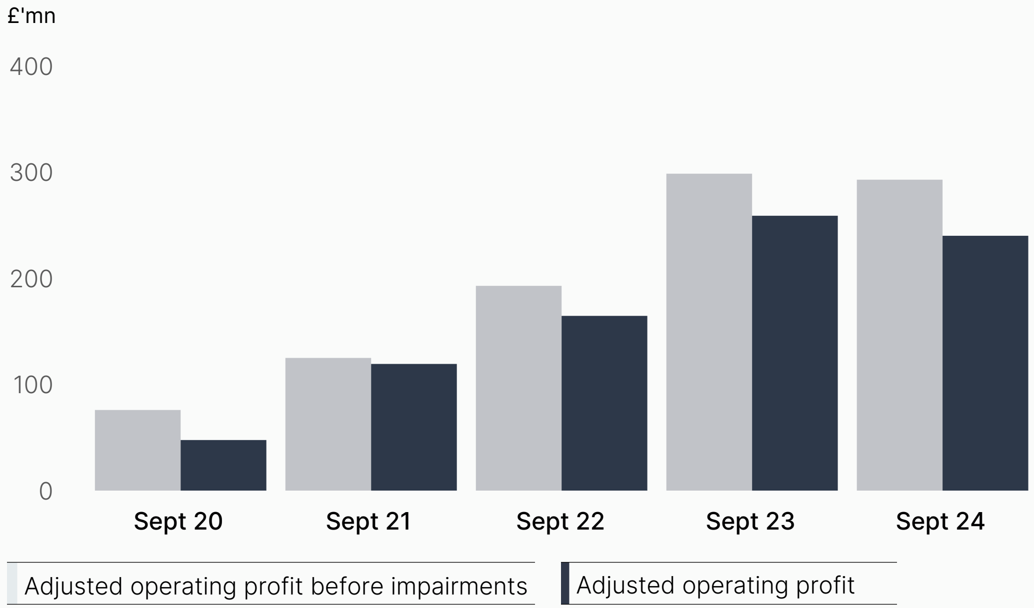
Costs and cost to income ratio (£'mn)



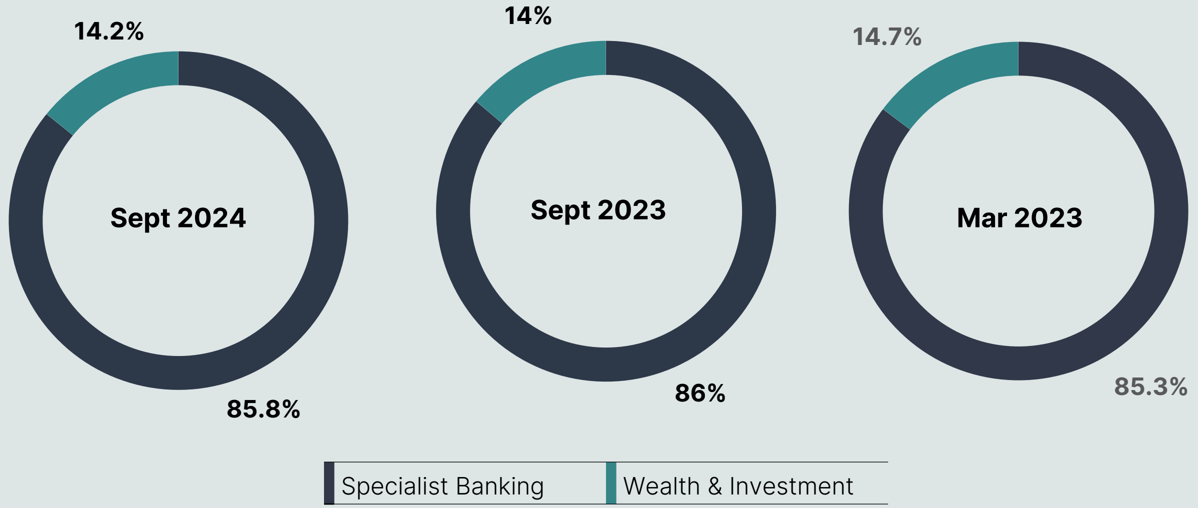
- **Focused on managing costs** while building for the future
  - Continue to leverage technology and existing capabilities to improve client experience and reduce costs.
- **Operating costs** decreased by 6.4%:
  - Fixed operating costs increased in line with the average UK inflation rate
  - Variable remuneration decreased in line with business performance.
- The 30 September 2024 **cost to income ratio** improved to 49.7% (30 September 2023: 54.0%)

Profitability supported by diversified revenue streams

Adjusted operating profit[1] (£'mn)



Business mix percentage contribution to adjusted operating profit[1]



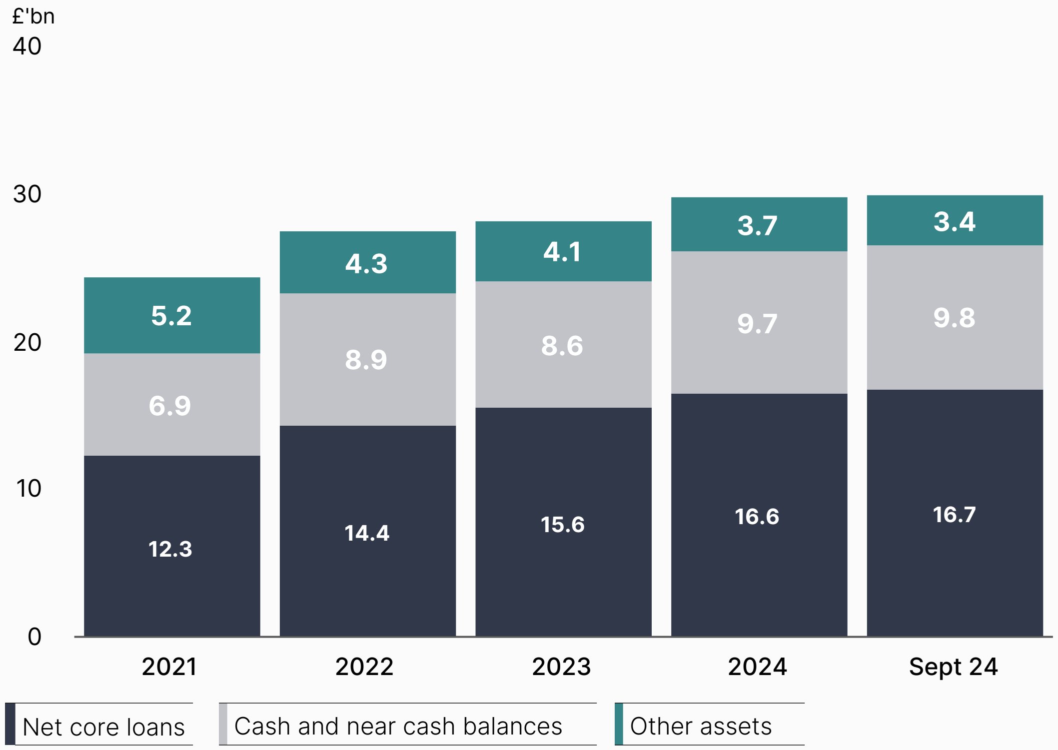
- We have grown adjusted operating profit from £48mn in 2020 to £242mn at Sept 2024 (CAGR of c.38.0%)
- In the 2020 and 2021 financial years, results were impacted by elevated impairment charges related to the impact of the COVID-19 pandemic. Impairments decreased in the 2022 financial year, primarily due to lower specific impairments.

- Profitability is supported by a diversified, quality adjusted operating profit mix from the Specialist Banking business and Wealth & Investment offering
- In the six months ended 30 September 2024, adjusted operating profit was down 7.3%, our diversified client franchises in the UK mid-market and selected geographies performed well within the context of a challenging economic environment.

1 Adjusted operating profit is Operating profit before acquired intangibles and strategic actions, less profit attributable to other non-controlling interests, and adjusted operating profit by business is Operating profit before Group costs and before goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests.

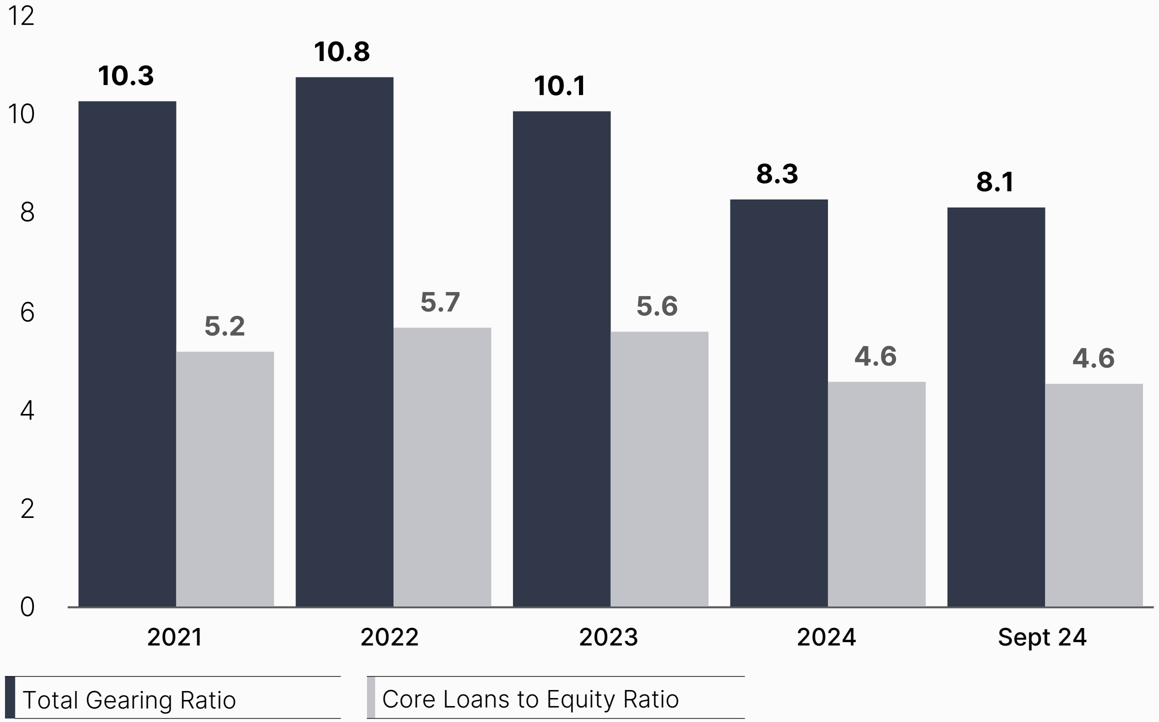
Consistent asset growth, gearing ratios remain low

Total assets composition



- Our net **core loans** have grown steadily (CAGR of 9% since 2021)
- Good growth in **cash and near cash balances** (CAGR of 11% since 2021).

Gearing[1] remains low



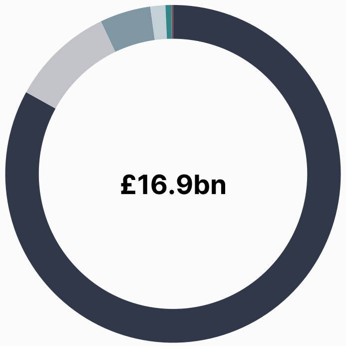
- We have **maintained low gearing ratios[1]** with total gearing at 8.1x and an average of 9.5x since 2020.

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

Exposures in a select target market

- Credit and counterparty exposures are to a **select target market:**
  - High net worth clients
  - Mid to large sized corporates
  - Public sector bodies and institutions
- The majority of exposures reside **within the UK**
- Our portfolios have performed well to date with limited direct exposure to high street retail or discretionary consumer spending
- **Net core loan growth of 2.3% annualised since 31 Mar 2024** has been driven by growth in corporate lending diversified across multiple asset classes. HNW mortgage lending reported growth of c.7% annualised; demand for residential mortgage lending has improved from the sharp decline experienced in the market in recent periods post the mini budget in September 2022
- Focus remains on redeployment of capital into core business activities and ensuring that **concentration risk** to certain asset types, industries and geographies is **prudently managed, mitigated and controlled.**

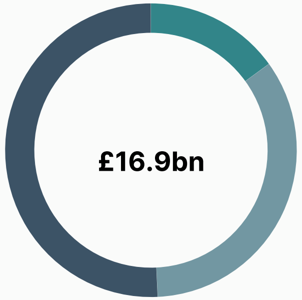
Gross core loans by country of exposure



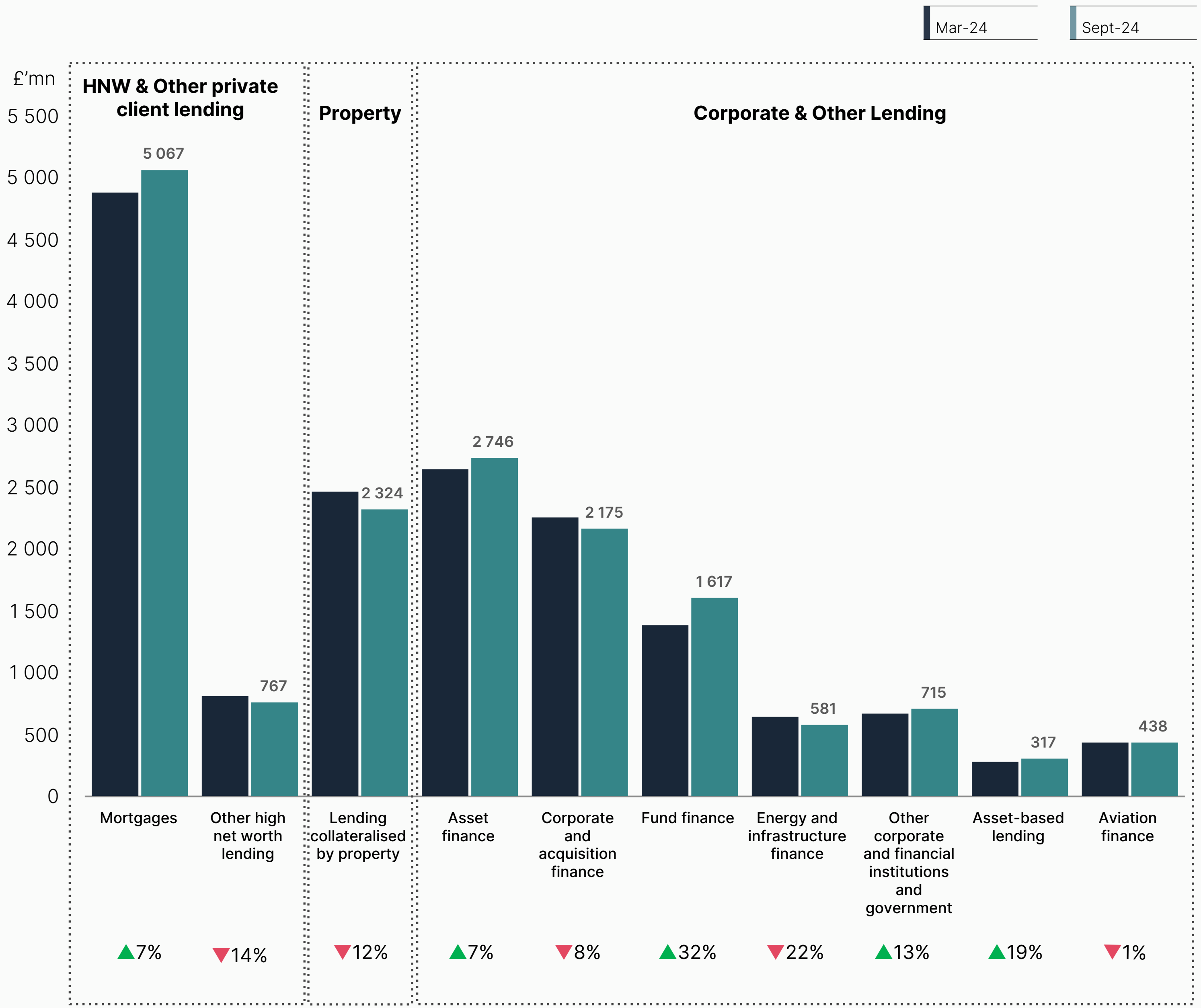
United Kingdom	83.0%
Europe (excluding UK)	9.9%
North America	4.9%
Asia	1.4%
Other	0.6%
Australia	0.2%

Gross core loans by risk category

Corporate and other lending	**51%**
Asset finance	16%
Corporate and acquisition finance	14%
Fund finance	10%
Energy and infrastructure finance	4%
Other corporate and financial institutions and governments	4%
Aviation finance	3%
Asset-based lending	2%



Lending collateralised by property	**15%**
Commercial real estate	10%
Residential real estate	5%
High net worth and other private client lending	**34%**
Mortgages	29%
Other high net worth lending	5%

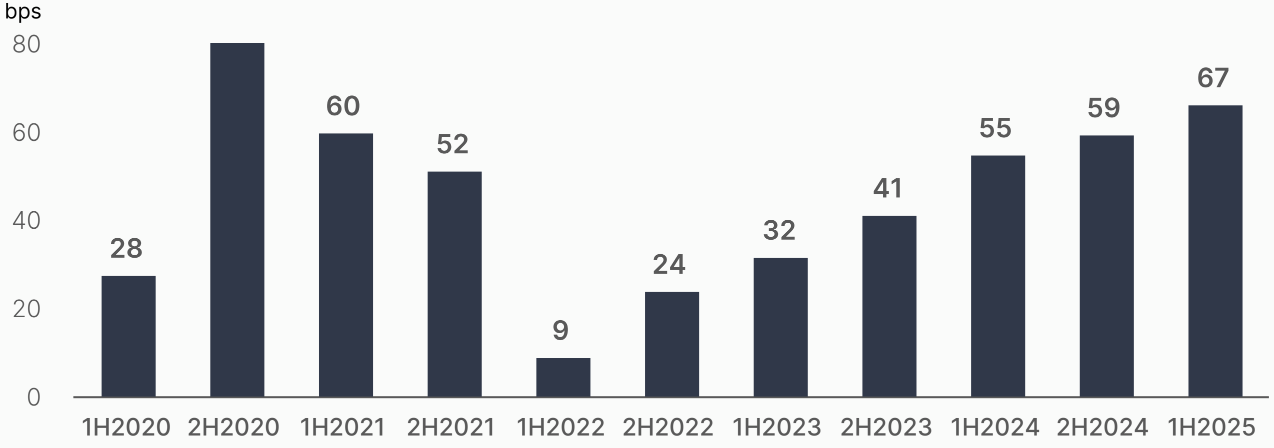


UK & Other net core loans up 2.3% annualised to £16.7bn

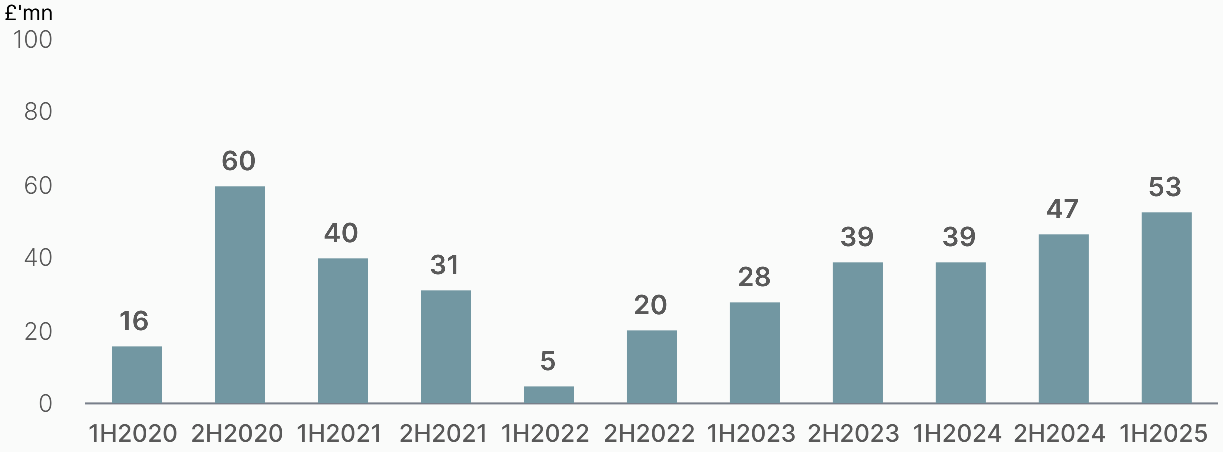
- Strong growth in our Fund Solutions loan book as well as moderate growth across the corporate loan book
- The UK residential mortgage as well as corporate portfolio reported positive growth since March 2024
- This positive performance was against a backdrop of high interest rate and uncertain macro-economic environment and higher redemptions which lead to decline in our real estate portfolio.

Unpacking the credit loss ratio

Credit loss ratio (core loans)



ECL impairment charges



CLR
increased to

67bps (1H2024: 55bps)

in line with the September pre-close guidance

ECL charges
increased to

£52.8mn

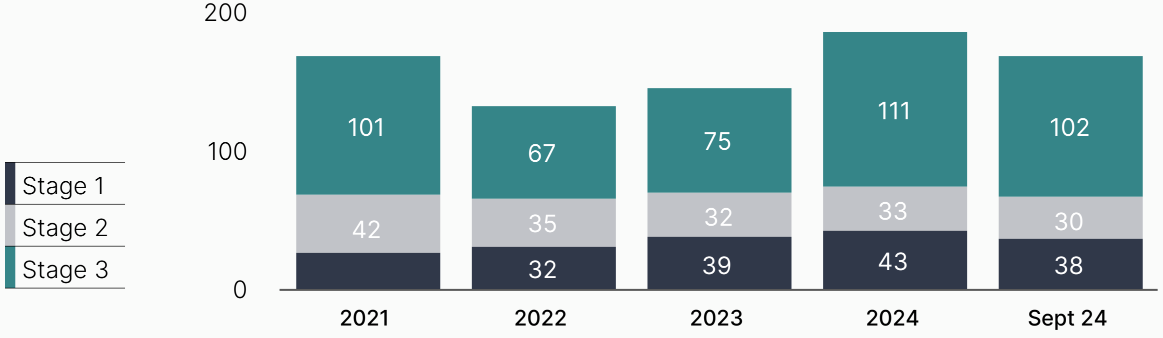
(1H2024: £39.3mn) mainly driven by:

- Stage 3 ECL charges on certain exposures
- Overall asset quality of the book remained stable
- Reduction in exposures migrating to Stage 3

Asset quality metrics

Asset quality metrics reflect the solid performance of core loans to date

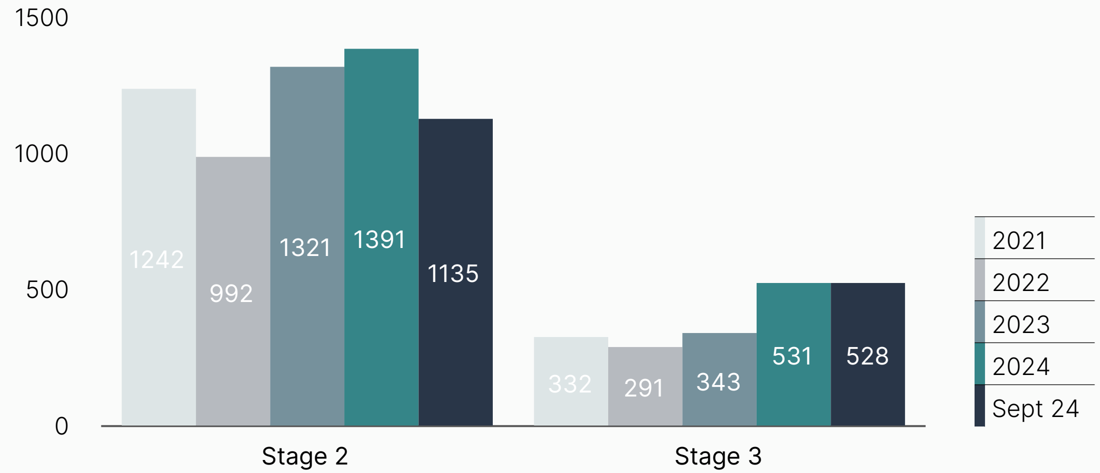
Balance sheet ECL provisions (£'mn)



ECL coverage ratio	Mar 21	Mar 22	Mar 23	Mar 24	Sept 24
Stage 1	0.26%	0.25%	0.29%	0.30%	0.26%
Stage 2	3.4%	3.5%	2.4%	2.4%	2.6%
Stage 3	30.4%	23.0%	21.9%	20.9%	19.3%

- Our diversified lending franchises allowed us to navigate the uncertain operating environment which prevailed over the period
- Stage 1 and 2 coverage remains elevated relative to pre-pandemic levels reflecting ongoing uncertainty in the macro-economic environment
- Core loans ECL total £52.8 million. We seek to prudently provision Stage 3 exposures on a case by case basis. Credit exposures are focused on secured lending to a select target market
- We have seen single client stresses with no evidence of trend deterioration in the overall credit quality of our book.

Gross core loans by Stage (£'mn)



- We remain confident that we have a well diversified portfolio across sectors
- Stage 2 exposures have decreased to £1135 million or 6.7% of gross core loans subject to ECL at 30 September 2024 (£1391 million or 8.3% at 31 March 2024) as underlying portfolios continue to perform
- Stage 3 exposures have also reduced as a proportion of the loan book to 3.1% of gross core loans subject to ECL or £528 million (3.2% or £531 million at 31 March 2024).

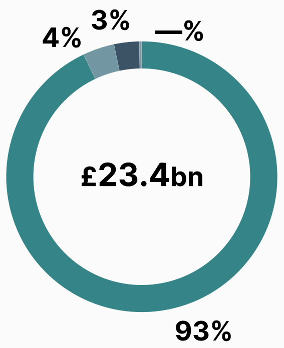
Diversified funding strategy

- Investec Bank plc's **funding consists primarily of customer deposits**
- The bank adopts a conservative and prudent funding strategy
- Investec Bank plc is not subject to the Banking Reform Act ring-fencing requirements which are applicable to all large UK deposit takers, as it falls below the £25bn of core deposits de minimis threshold.

Conservative and prudent funding strategy

1. Maintaining a high base of high-quality liquid assets
2. Diversifying funding sources
3. Limiting concentration risk
4. Low reliance on wholesale funding
5. Maintaining a stable retail deposit franchise

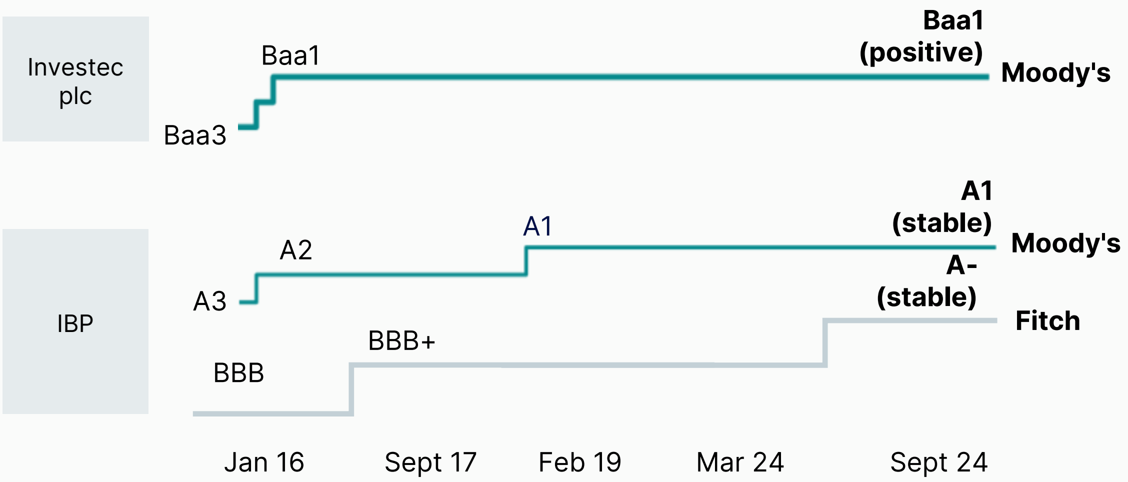
Select funding sources



£'mn	30 Sept 2024
Customer deposits	21 765
Debt securities in issue	886
Subordinated Liabilities	700
Liabilities arising on securitisation of other assets	68
Total	23 419

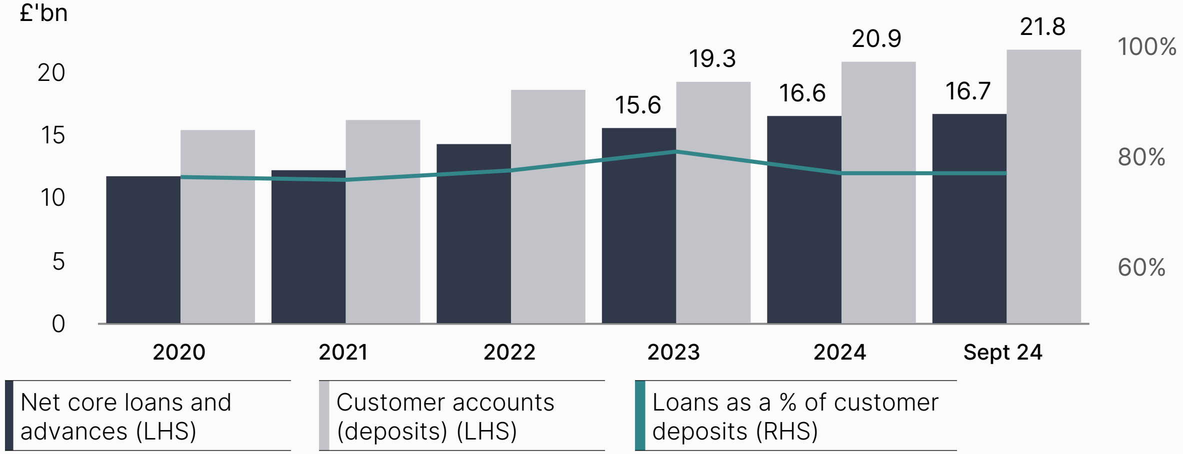
Credit Ratings

- On 23 August 2024, Moody's affirmed IBP's long-term deposit rating at A1 and Investec plc's rating at Baa1. The outlook for Investec plc has changed to positive from stable. IBP's outlook remains stable
- On 20 September 2024, Fitch upgraded IBP's long-term Issuer Default Rating (IDR) to A- from BBB+. The outlook remains stable.

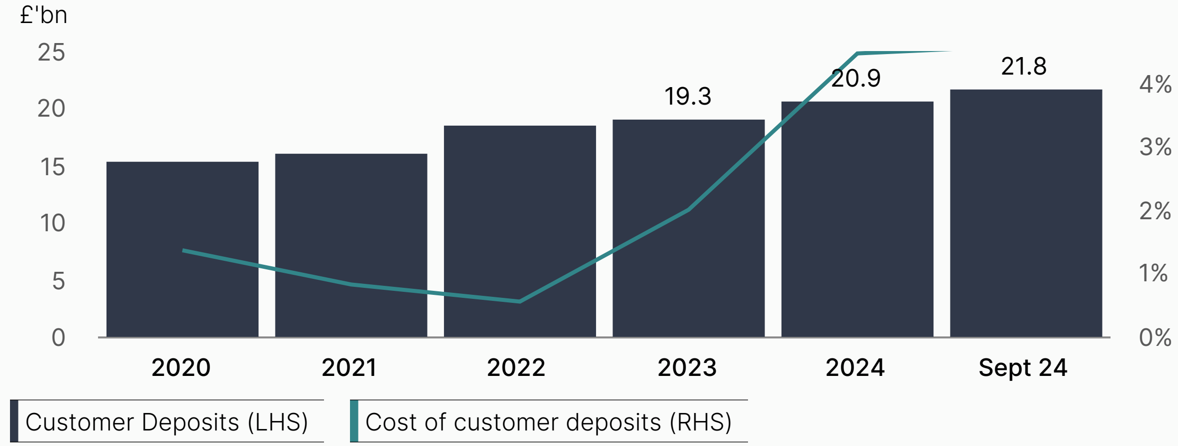


Primarily customer deposit funded with low loan to deposit ratio

Fully self funded: conservative loan to deposit ratio



Increase in customer deposits over time despite reduction in cost of funds up to March 22

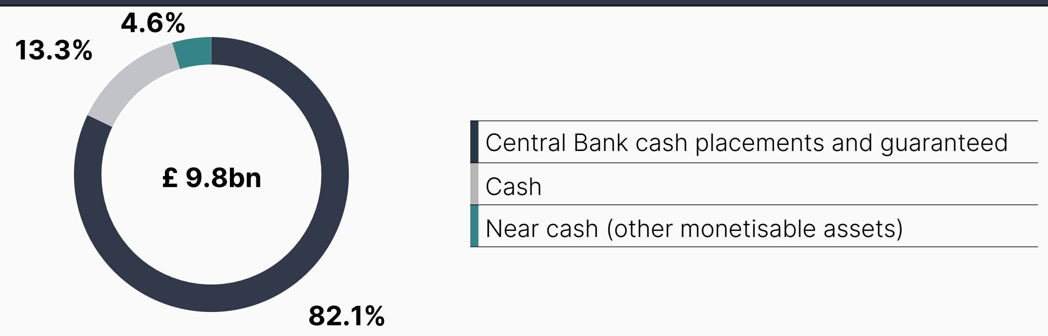


- Loans as a percentage of customer deposits remains conservative at 77.0%
- Customer deposits have grown by 40.4% (7.8% CAGR) since 2020 to £21.8bn at 30 September 2024
- Low usage of central bank funding schemes as a proportion of funding mix. As at 30 September 2024, IBP had £0.7 billion (31 March 2024: £1.2 billion) of drawings under the BoE Term Funding Scheme with additional incentives for Small and Medium Enterprises (TFSME) maturing in late 2025
- Increase in retail deposits and very little reliance on wholesale funding. Significant portion of UK customer deposits form part of the FSCS eligibility framework
- Fixed and notice deposits make up majority of customer deposits and our customers display a strong 'stickiness' and willingness to reinvest in our suite of term and notice products
- Investec Bank plc's customer deposits have consistently increased over many years and remain resilient amid rising cost of customer deposits since March 2022
- The cost of deposits increased by 247bps to 4.59% at 30 September 2024 (31 March 2024: 4.47%)
- Customer deposits are dynamically raised through diversified, well-established channels.

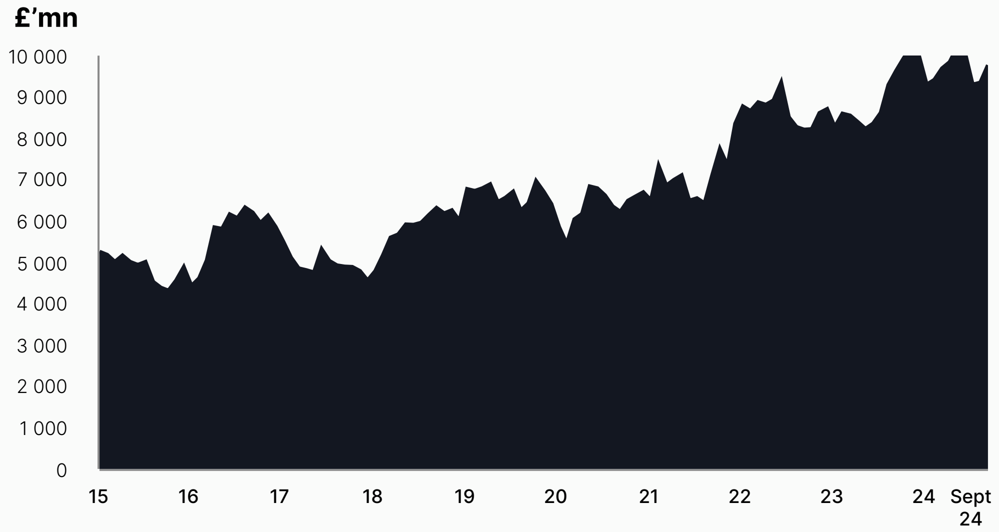
Maintaining robust surplus liquidity

- We maintain a **high level of readily available high quality liquid assets** – targeting a minimum cash to customer deposit ratio of 25%. These balances amounted to £9.8bn at 30 September 2024 (representing 44.9% of customer deposits).
- At 30 September 2024 the **Liquidity Coverage Ratio** for IBP (solo basis) was **519%** and the **Net Stable Funding Ratio** was **144%** – both metrics well ahead of current minimum regulatory requirements.

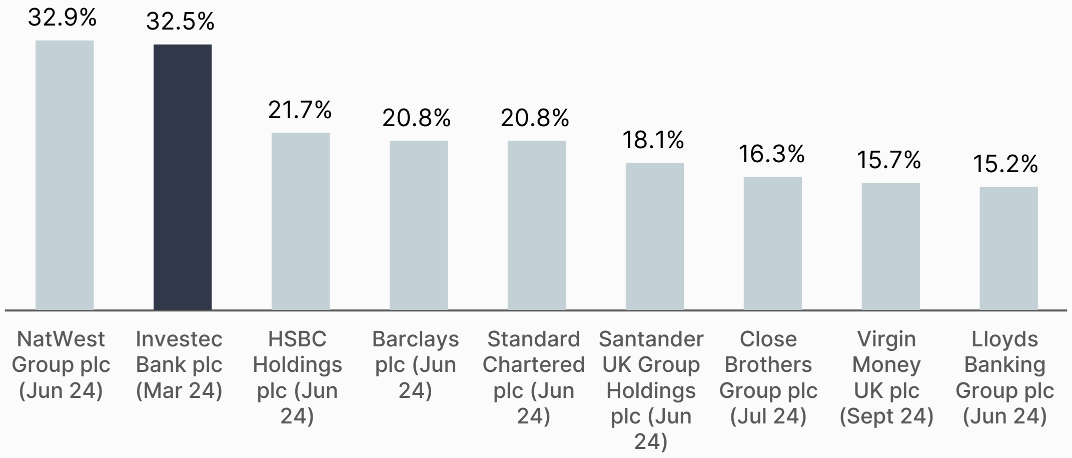
Cash and near cash composition



High level of cash and near cash balances



Liquidity buffer: Cash and near cash as a proportion of total assets

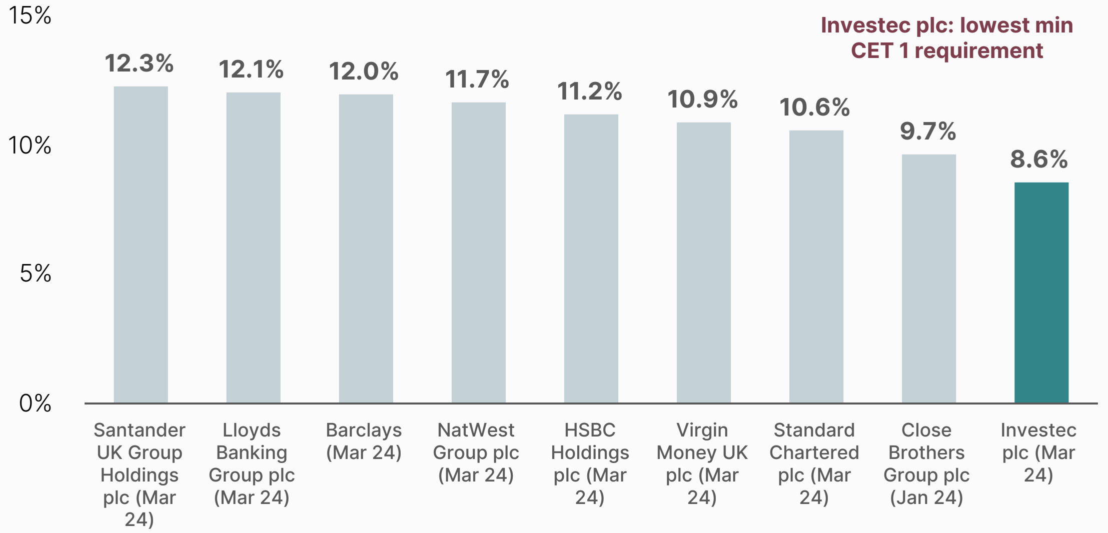


Sound capital ratios in excess of internal and regulatory minimums

Robust headroom of 3.5% above the MDA threshold (Investec plc)

Capital ratios: Investec Bank plc	30 September 2024*	31 Mar 2024*	Target
Common equity tier 1 (as reported)**	12.6%	13.5%	>10%
Common equity tier 1 ('fully loaded')***	12.6%	13.5%	
Tier 1 (as reported)**	14.0%	16.0%	>11%
Total capital ratio (as reported)**	18.0%	19.9%	14% to 17%
Leverage ratio^^	9.3%	10.4%	>6%
Leverage ratio – 'fully loaded'***	9.3%	10.4%	

Minimum CET 1 requirement %^



- Investec holds capital in excess of regulatory requirements and internal capital targets and intends to perpetuate this philosophy and ensure that it remains well capitalised
- The bank has never required shareholder or government support and we have never missed a preference share or AT1 instrument coupon payment
- The Bank of England formally notified Investec plc on 28 June 2023 that the preferred resolution strategy will change from bank insolvency procedure to bail-in and as such Investec plc, and IBP as a material subsidiary, will be subject to a revised MREL requirement. The MREL transition will commence from 1 January 2026 in a phased manner with End-state MREL applying from 1 January 2032.

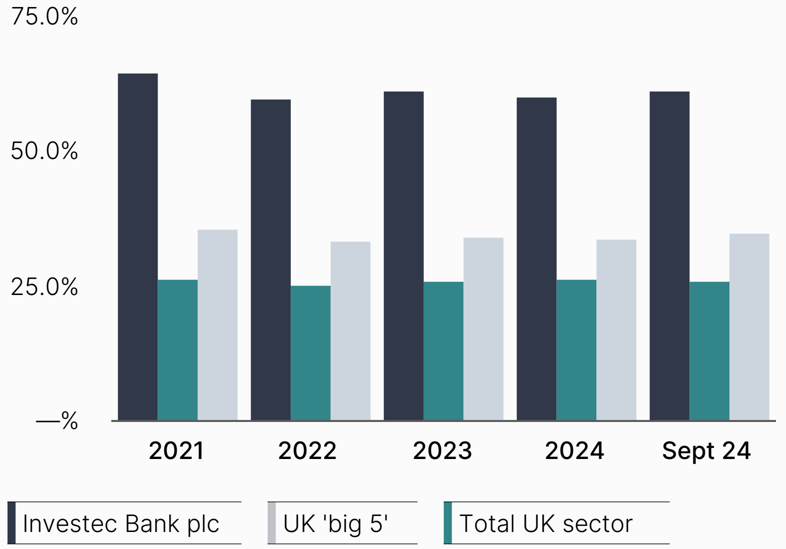
- Investec plc's minimum CET1 requirement at 30 September 2024 is 8.6% comprising a 4.5% Pillar 1 minimum requirement, a 2.5% Capital Conservation Buffer (CCB), a 0.31% Pillar 2A requirement and a 1.3% Countercyclical Capital Buffer (CCyB)
- Investec plc's reported CET1 ratio was 12.3% at 30 September 2024, providing a 3.7% surplus relative to the current regulatory minimum before buffers (which are also allowed to be used in times of stress)
- Investec plc continues to have the lowest PRA prescribed Pillar 2A capital requirement of all UK holding companies shown above.

* The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's interim report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratios would be 35bps (31 March 2024: 34bps) higher, on this basis.
** The CET1, Tier 1, total capital ratios and risk weighted assets (RWAs) are calculated applying the IFRS 9 transitional arrangements
*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assume full adoption of IFRS 9
^ Information sourced from latest financial reports at 27 June 2024.
^^ The leverage ratios are calculated on an end-quarter basis. In the UK, the 30 September 2024 leverage ratio is calculated applying the UK leverage ratio framework, which applies to all UK firms from 1 Jan 2022.

We inherently hold more capital per unit of risk

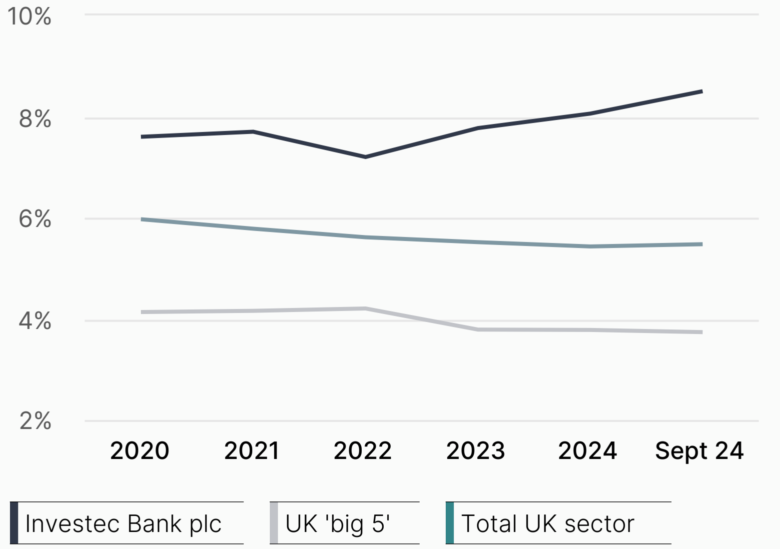
As we use the standardised approach for RWA calculations, our capital ratios are not directly comparable with peers

RWA density – Total RWA/Total Assets



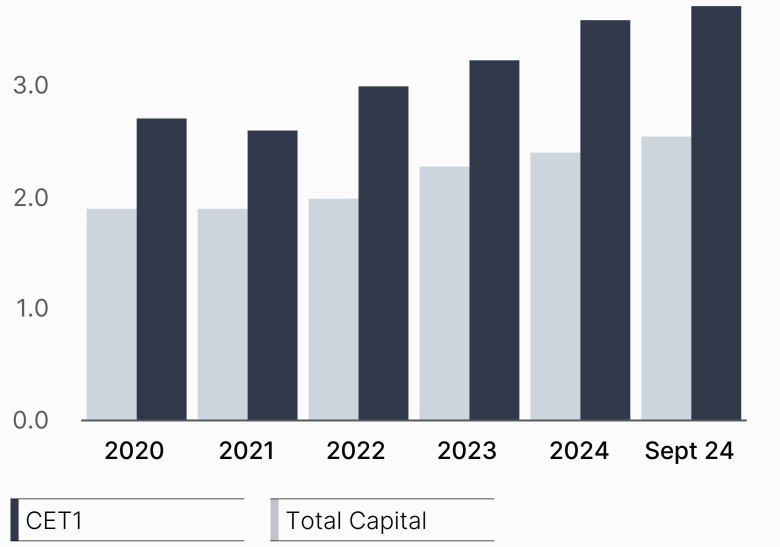
- We use the **Standardised Approach** for our RWA calculations – while peers are largely on the advanced approach. IBP is in the early stages of a process to migrate from the Standardised Approach to the Internal Ratings Based (IRB) approach
- The result is that our **RWA density at 61.4%% is above** the sector average of 34.8%
- Our **RWA density is more than 2x higher** than the 'big 5' UK peers.

CET 1/Total Assets (%)



- We **hold more CET 1 to our total assets than our peer group** – primarily as a result of higher RWA density from using the standardised approach
- Investec Bank plc's **CET 1 / Total assets is 8.5%**- which is 300bps higher than the UK sector on a similar measure.

Total capital (£'bn)



- Investec has **strong organic capital generation** and has not required recourse to government or shareholders
- **CET 1 and total capital levels have both grown robustly** at c.6.7% and c.8.2% CAGR, respectively, since 2020.

Where the UK 'big 5' banks include HSBC, NatWest, Lloyds, Barclays and Standard Chartered and the Total UK sector is per the Bank of England. Peers are shown as at September 2024.

Further information and peer analysis

04

Private Clients

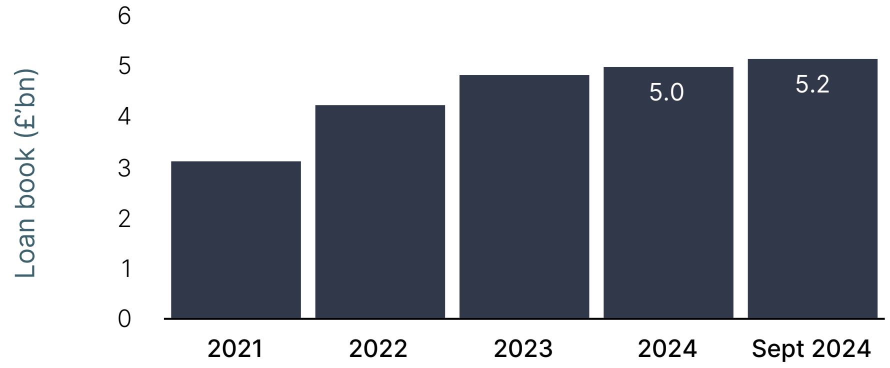
UK high net worth (HNW) banking: journey to scale

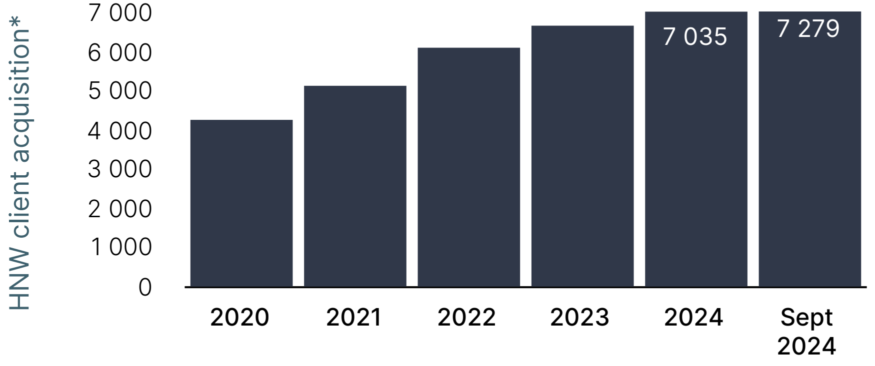
Journey to profitability

£'mn	Sept 24	Sept 23	Mar 24
Revenue	51.7	60.3	139.0
ECL impairments	(1.6)	(1.0)	(13.6)
Costs	(24.4)	(25.4)	(57.1)
Profit	25.8	**(34.0)**	**68.4**
Loan book growth	*3.4%*	*1.7%*	*2.4%*

- Book growth for UK HNW banking of 6.9% annualised since March 2024 amidst a challenging macro backdrop reflects the strength of our value proposition and active client engagement
- The UK residential mortgage lending book reported positive growth of 6.9% annualised since March 2024, a solid performance given the high interest rate and uncertain macro-economic environment
- Credit underwriting standards continue to be maintained whilst growing the book notwithstanding a competitive market
- We acquired 459 new clients over the period, in part driven by referrals from existing Investec clients
- As part of the long-term strategic partnership and cooperation agreement between Investec and Rathbones, we will continue to collaborate with Rathbones to enhance the proposition across banking and wealth management services.

Growth





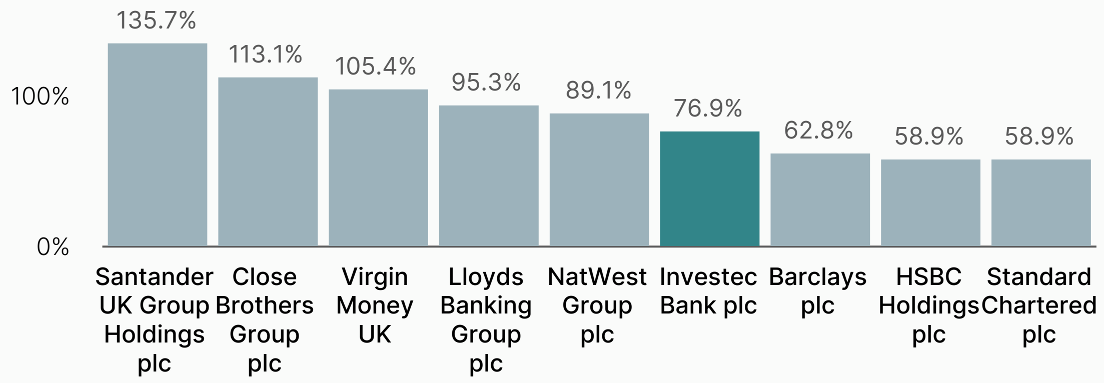
Note:

*Entrepreneurial minded, active wealth creators, who are time poor and have at least £300k per annum in income and £3mn in NAV.

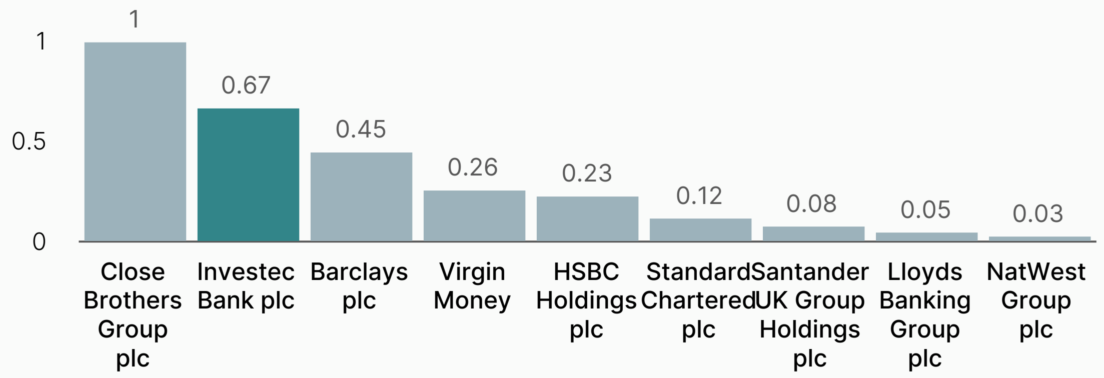
^ In addition to these client figures, our Channel Islands business has 1 110 HNW clients (31 March 2024: 1 092). This brings our total number of HNW clients to 8 389 (31 March 2024: 8 127).

Investec Bank plc: peer group comparisons

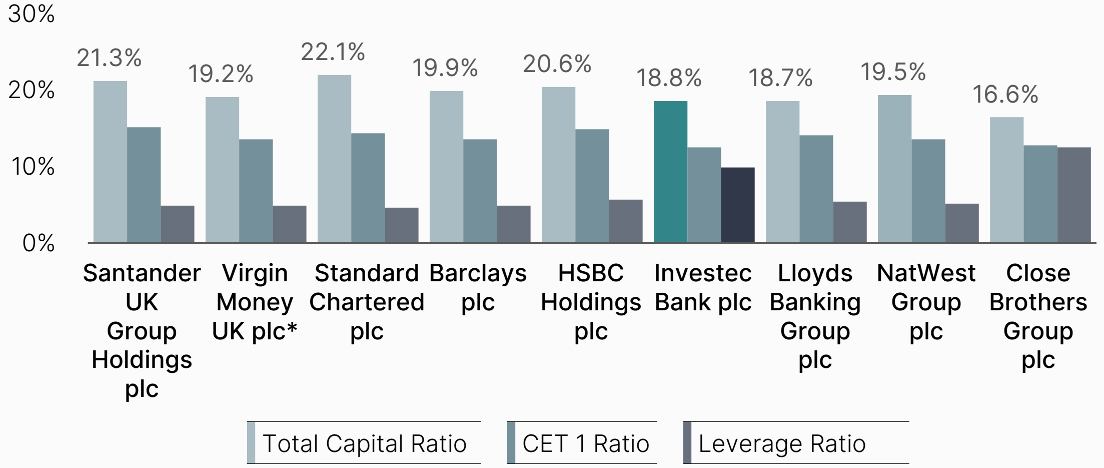
Funding: Loans and advances to customers as a % of customer deposits (smaller number is better)



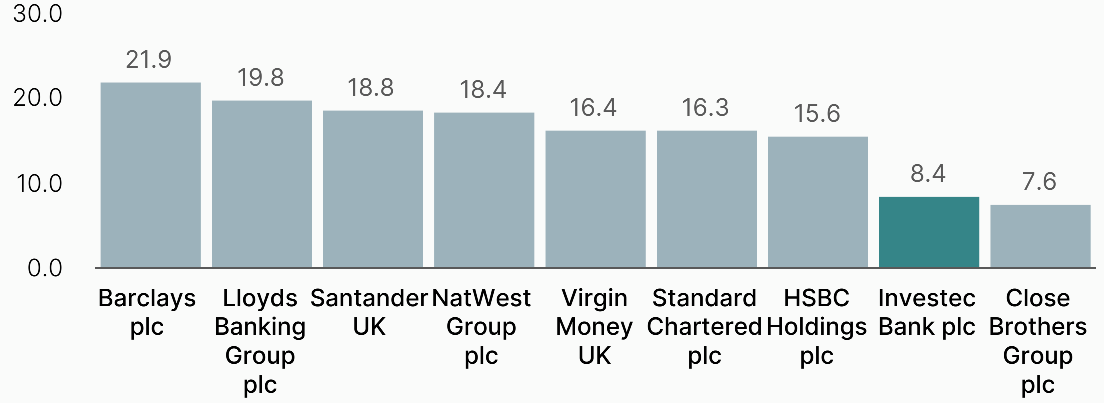
Credit loss ratio: ECL impairment charges as a % of average core loans and advances (smaller number is better)



Capital ratios[1] (larger number is better)



Gearing ratio: Assets/Equity (smaller number is better)



Note: All figures are based on 30 June 2024 disclosures, with the exception of IBP and Virgin Money UK plc which are shown as at 30 September 2024, and Close Brothers Group plc which is shown as at 31 July 2024. [1]IBP applies the Standardised Approach in the calculation of risk-weighted assets and as a result we inherently hold more capital than our peers who are on the Advanced Internal Ratings Model Approach. IBP is in the early stages of a process to migrate from the Standardised Approach to the Internal Ratings Based (IRB) approach. IBP's total RWAs/Total assets was 61.4% at 30 September 2024, which is substantially higher than some other UK banks which have an average RWA density of c.26.0%.

Appendix

05

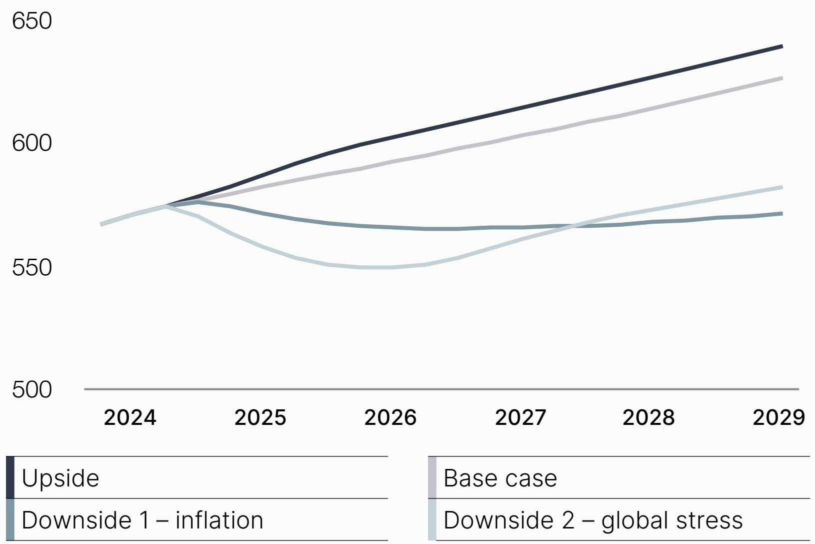
IFRS 9 macro-economic scenario forecasts

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 30 September 2024.

Taking into account the current macro-economic environment, adjustments have been made to the composition of the downside scenarios. The previous downside 1 – inflation scenario, capturing the risk of persistent inflation and high policy interest rates, has been retained but updated. The downside 2- global shock has been replaced with the downside 2 - cautious easing, severe recession scenario. This new scenario is comparable in terms of GDP shock. It has also been designed so that it can act as a proxy for a number of evolving economic risks.

In addition to a reassessment of the macro-economic scenarios, a review of the weightings for the new scenarios also took place, to take into account the latest economic circumstances and the associated risks to the outlook. The risks to economic activity remain skewed to the downside, with the weightings calibrated to consider the risk that inflation, whilst having moderated from its peak, may remain elevated and consequently so may interest rates for longer. The weightings also take into account risks surrounding issues associated with commercial real estate, China, geopolitics and protectionism, among others.

UK GDP forecast £'bn



Macro-economic scenarios	Upside %	Base case %	Downside 1 Inflation %	Downside 2 Global stress %
UK				
GDP growth	2.2	1.8	—	0.4
Unemployment rate	4.4	4.5	5.5	6.5
CPI inflation	1.9	2.0	3.6	2.4
House price growth	3.0	2.3	(0.6)	(1.5)
BoE – bank rate (end year)	3.3	3.4	5.4	2.5
Euro area				
GDP growth	1.9	1.5	0.4	0.4
US				
GDP growth	2.5	2.0	0.8	0.9
Scenario weightings	10	65	10	15

IBP: salient financial features (statutory)

Key financial statistics	30 Sept 2024	30 Sept 2023	% Change
Operating income (£’000)	586 010	574 942	1.9%
Operating costs (£’000)	290 910	310 656	(6.4%)
Adjusted operating profit (£’000)	241 477	225 215	7.2%
Earnings attributable to ordinary shareholder (£’000)	171 133	571 246	(70.0%)
Cost to income ratio (%)	49.7 %	54.0%	
Total capital resources (including subordinated liabilities) (£’000)	4 380 455	3 990 447	9.8%
Total equity (£’000)	3 680 153	3 323 131	10.7%
Total assets (£’000)^	29 915 714	29 250 964	2.3%
Net core loans (£’000)	16 746 325	16 270 723	2.9%
Customer accounts (deposits) (£’000)	21 765 399	20 002 201	8.8%
Loans and advances to customers as a % of customer deposits	77.0 %	81.4%	
Cash and near cash balances (£’million)	9 769	8 708	12.2%
Funds under management (£’million)	2 675	1 962	36.3%
Total gearing ratio (i.e. total assets to equity)^	8.1	8.8	
Total capital ratio	18.0 %	16.0%	
Tier 1 ratio	14.0 %	13.3%	
Common Equity Tier 1 ratio	12.6 %	11.7%	
Leverage ratio	272250229851 0.9 %	7.9%	
Leverage ratio (fully loaded)	9.3 %	7.7%	
Stage 3 exposure as a % of gross core loans subject to ECL	3.2 %	2.8%	
Stage 3 exposure net of ECL as a % of net core loans subject to ECL	2.6 %	2.2%	
Credit loss ratio*	0.67 %	0.55%	

*Funds under management (FUM) as at 30 September 2024 reflect the funds managed by Investec Wealth and Investment Limited (IW&I UK) and Investec Bank (Switzerland) AG (IBSAG). Following the combination between Rathbones and IW&I UK, FUM as at 30 September 2024 reflects the funds managed by IBSAG.

IBP: Statutory Income Statement

£'000	30 Sept 2024	30 Sept 2023	% Change
Interest income	1 029 859	941 883	9.3 %
Interest expense	(632 599)	(522 993)	21.0 %
Net interest income	397 260	418 890	(5.2)%
Fee and commission income	86 577	82 509	4.9 %
Fee and commission expense	(6 497)	(7 474)	(13.1)%
Investment income	12 610	4 065	>100%
Share of post taxation profit of associates and joint venture holdings	32 416	237	21.0 %
Trading income/(loss) arising from			
– customer flow	47 487	60 412	(21.4)%
– balance sheet management and other trading activities	14 528	15 715	(7.6)%
Other operating income	1 629	588	>100%
Total operating income before expected credit loss impairment charges	586 010	574 942	1.9 %
Expected credit loss impairment charges	(52 832)	(39 265)	34.6 %
Operating income	533 178	535 677	(0.5)%
Operating costs	(290 910)	(310 656)	(6.4)%
Operating profit before acquired intangibles and strategic actions	242 268	225 021	7.7 %
Impairment of goodwill	—	—	
Amortisation of acquired intangibles	—	—	
Closure and rundown of the Hong Kong direct investments business	—	2 304	
Profit before taxation	217 666	227 325	(4.2)%
Taxation on operating profit before acquired intangibles and strategic actions	(45 742)	(51 873)	(11.8)%
Taxation on goodwill, acquired intangibles and strategic actions	—	—	
Profit after taxation from continuing operations	171 924	175 452	(2.0)%
Profit after taxation from discontinued operations	—	395 600	
Profit after taxation	171 924	571 052	>100%
Profit / Loss attributable to non-controlling interests	(791)	194	
Earnings attributable to shareholder	171 133	571 246	>100%

^ Restated to reflect continuing operations

IBP: Pro-forma Income Statement

Given the nature of the IW&I UK all-share combination with Rathbones, the Group essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be more comparable to the future presentation of returns from this investment and given its new holding structure, proforma information has been prepared as if the transaction had been in effect from the beginning of the period, i.e. IW&I UK has been presented as an equity accounted investment. The measurement of the total contribution to profit remains based on the accounting prior to loss of control, and has not been adjusted for the change in holding structure.

£'000	**Six months to 30 Sept 2023**
Net interest income	415 369
Fee and commission income	82 509
Fee and commission expense	(7 474)
Investment income	4 065
Share of post taxation profit of associates and joint venture holdings	36 091
Trading income/(loss) arising from	
– customer flow	60 412
– balance sheet management and other trading activities	19 236
Other operating income	588
Total operating income before expected credit loss impairment charges	**610 796**
Expected credit loss impairment charges	(39 265)
Operating income	**571 531**
Operating costs	(310 656)
Operating profit before acquired intangibles and strategic actions	**260 875**
Cost to income ratio	**50.9%**

IBP: Balance Sheet

£'000	30 Sept 2024	31 March 2024
Assets		
Cash and balances at central banks	3 939 001	5 661 623
Loans and advances to banks	723 652	676 001
Reverse repurchase agreements and cash collateral on securities borrowed	1 568 757	1 140 115
Sovereign debt securities	3 074 220	1 928 134
Bank debt securities	282 386	297 255
Other debt securities	594 997	708 285
Derivative financial instruments	524 743	474 834
Securities arising from trading activities	208 496	157 332
Loans and advances to customers	16 757 667	16 570 313
Other loans and advances	167 691	145 545
Other securitised assets	63 627	66 702
Investment portfolio	226 797	244 140
Interests in associated undertakings and joint venture holdings	789 870	791 272
Current taxation assets	33 329	13 254
Deferred taxation assets	110 958	119 730
Other assets	722 442	764 473
Property and equipment	65 839	72 947
Goodwill	56 581	58 082
Software	4 661	4 571
Other acquired intangible assets	—	—
Total assets	**29 915 714**	**29 894 608**

IBP: Balance Sheet (continued)

£'000	**30 Sept 2024**	31 March 2024
Liabilities		
Deposits by banks	1 464 124	2 174 305
Derivative financial instruments	402 014	472 662
Other trading liabilities	21 548	18 449
Repurchase agreements and cash collateral on securities lent	84 599	85 091
Customer accounts (deposits)	21 765 399	20 851 216
Debt securities in issue	885 644	956 887
Liabilities arising on securitisation of other assets	67 988	71 751
Current taxation liabilities	7 486	8 624
Other liabilities	836 457	980 595
	25 535 259	**25 619 580**
Subordinated liabilities	700 302	668 810
	26 235 561	**26 288 390**
Equity		
Ordinary share capital	1 280 550	1 280 550
Share premium	199 538	199 538
Capital reserve	11 274	11 274
Other reserves	14 034	26 524
Retained income	1 714 257	1 627 373
Shareholder's equity excluding non-controlling interests	**3 219 653**	**3 145 259**
Additional Tier 1 securities in issue	458 108	458 108
Non-controlling interests in partially held subsidiaries	2 392	2 851
Total equity	**3 680 153**	**3 606 218**
Total liabilities and equity	**29 915 714**	**29 894 608**

IBP: Statutory segmental analysis of operating profit

For the financial year ended 30 September 2024 £'000	Wealth & Investment	Specialist Banking Private Banking	 Corporate, Investment Banking & Other	Total Group
Continuing operations				
Net interest income	4 164	49 697	343 399	397 260
Fee and commission income	4 756	598	81 223	86 577
Fee and commission expense	(496)	(15)	(5 986)	(6 497)
Investment income	1	—	12 609	12 610
Share of post taxation profit of associates and joint venture holdings	32 332	—	84	32 416
Trading income arising from				
- customer flow	943	1 533	45 011	47 487
- balance sheet management and other trading activities	(10)	(93)	14 631	14 528
Other operating income	—	—	1 629	1 629
Total operating income before expected credit loss impairment charges	**41 690**	**51 720**	**492 600**	**586 010**
Expected credit loss impairment releases/(charges)	(2)	(1 556)	(51 274)	(52 832)
Operating income	**41 688**	**50 164**	**441 326**	**533 178**
Operating costs	(7 405)	(24 383)	(259 122)	(290 910)
Operating profit before acquired intangibles and strategic actions	**34 283**	**25 781**	**182 204**	**242 268**
Profit attributable to non-controlling interests	—	—	(791)	(791)
Adjusted operating profit	**34 283**	**25 781**	**181 413**	**241 477**
Selected returns and key statistics				
Cost to income ratio	17.8%	47.1%	52.7%	49.7%
Total assets (£'mn)	999	5 180	23 737	29 916

IBP: Statutory segmental analysis of operating profit

For the financial year ended 30 September 2023^ **£'000**	Wealth & Investment	Specialist Banking Private Banking	 Corporate, Investment Banking & Other	**Total Group**
Net interest income	(4 122)	(57 817)	(356 951)	(418 890)
Fee and commission income	(4 486)	(309)	(77 714)	(82 509)
Fee and commission expense	366	21	7 087	7 474
Investment income	—		(4 065)	(4 065)
Share of post taxation profit of associates and joint venture holdings			(237)	(237)
Trading income arising from				
- customer flow	(478)	(2 239)	(57 695)	(60 412)
- balance sheet management and other trading activities	(75)	—	(15 640)	(15 715)
Other operating income	—	—	(588)	(588)
Total operating income before expected credit loss impairment charges	**(8 795)**	**(60 344)**	**(505 803)**	**(574 942)**
Expected credit loss impairment releases/(charges)	1	965	38 299	39 265
Operating income	**(8 794)**	**(59 379)**	**(467 504)**	**(535 677)**
Operating costs	7 015	25 415	278 226	310 656
Operating profit before acquired intangibles and strategic actions				
Profit attributable to non-controlling interests	**(1 779)**	**(33 964)**	**(189 278)**	**(225 021)**
Adjusted operating profit			(194)	(194)
	(1 779)	**(33 964)**	**(189 472)**	**(225 215)**
Selected returns and key statistics				
Cost to income ratio	79.8%	42.1%	55.0%	54.0%
Total assets (£'mn)	(1 022)	(4 928)	(23 301)	(29 251)

^ Restated to reflect continuing operations

IBP: asset quality under IFRS 9

£ mn	**30 Sept 2024**	31 March 2024
Gross core loans	**16 917**	**16 744**
Gross core loans at FVPL	567	641
Gross core loans subject to ECL1	**16 350**	**16 103**
Stage 1	14 687	14 181
Stage 2	1 135	1 391
of which past due greater than 30 days	*61*	*150*
Stage 3[#]	528	531
ECL	**(170)**	**(187)**
Stage 1	(38)	(43)
Stage 2	(30)	(33)
Stage 3	(102)	(111)
Coverage ratio		
Stage 1	0.26%	0.30%
Stage 2	2.6%	2.4%
Stage 3	19.3%	20.9%
Credit loss ratio	**0.67%**	**0.58%**
ECL impairment charges on core loans	(54)	(90)
Average gross core loans subject to ECL	**16 226**	**15 631**
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECL	426	420
Aggregate collateral and other credit enhancements on Stage 3	447	445
Stage 3 as a % of gross core loans subject to ECL	3.2%	3.3%
Stage 3 net of ECL as a % of net core loans subject to ECL	2.6%	2.6%

Note: Our exposure (net of ECL) to the Legacy portfolio has reduced from £32 million at 31 March 2024 to £28 million at 30 September 2024. These Legacy assets are predominately reported in Stage 3. These assets have been significantly provided for and coverage remains high at 49.2%.

Stage 3 exposures disclosed above are net of suspended interest predominantly relating to Lending and collateralised by property.

IBP: capital adequacy

£'mn	30 Sept 2024	31 March 2024
Tier 1 capital		
Shareholders' equity	3 126	3 070
Non-controlling interests	–	–
Regulatory adjustments to the accounting basis	**(15)**	**(3)**
Deductions	(633)	(658)
Common equity tier 1 capital	**2 478**	**2 409**
Additional Tier 1 instruments	458	458
Tier 1 capital[2]	**2 936**	**2 867**
Tier 2 capital	**712**	**712**
Total regulatory capital	**3 648**	**3 579**
Risk-weighted assets[2]	**18 357**	**18 054**
Capital ratios		
Common equity tier 1 ratio[2]	13.5%	13.3%
Tier 1 ratio[2]	16.0%	15.9%
Total capital ratio[2]	19.9%	19.8%

1 The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's Analyst Report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratios would be 35bps (31 March 2024: 34bps) higher, on this basis.

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

Group sustainability highlights

Highlights

- 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
- Investec Group included as one of the **top 100 most sustainable companies** in the world (Corporate Knights)
- We have integrated new sustainability performance measures into the **Executive Directors' remuneration policy**. These measures, which include climate change and reducing inequality, are now a significant component of both short-term and long-term incentive frameworks. This shift reflects our commitment to sustainability and aligns executive compensation with our broader sustainability goals
- We have launched a **mandatory sustainability introduction module**, which has been completed by more than 90% of our employees globally.

Consistently well positioned in international ESG rankings and ratings

S&P Global	Rated – Morningstar Sustainalytics	MSCI ESG Ratings AAA	CDP Disclosure Insight Action
Top 4% in the global diversified financial services sector (inclusion since 2006)	Top 8% of diversified banks and included in the Global Sustainability Leader Index	Top 2% in the financial services sector in the MSCI Global Sustainability Index	Score A- against an industry average of B

Corporate ESG Performance Prime – Rated by ISS ESG	Global 100 2024	FTSE4Good	JSE FTSE Russell
Top 20% of the ISS ESG global universe Rated Prime – best in class	Top 100 Global Sustainable Companies – Corporate Knights	Included in the FTSE4Good Index	Top 30 in the FTSE/JSE Responsible Investment Index

Sustainability highlights (Investec Bank plc)

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

PROGRESS MADE ON OUR IMPACT SDGs

Net-zero commitments

13 CLIMATE ACTION

Committed to **zero coal exposure** in our loan book by **31 March 2027**

Coal as a % of loans and advances is 0.00% (Mar-24: 0.05%)

Fossil fuels (as a % of loans and advances is 1.79% (Mar-24: 2.50%)

Equality commitments

10 REDUCED INEQUALITIES

44% women and **22% ethnic diversity** on our Investec Bank plc Board

Awarded **best FTSE 250 strategy award** at the INSEAD Alumni Balance in Business Initiative Awards 2024 recognising our commitment to achieving greater gender balance

Highlights

Top 100	In the top 100 **Sustainable Companies** in the Corporate Knights, 2024
Award	Awarded **Outstanding Corporate Citizen** at the Global South African Awards
Zero coal	We achieved our goal of having **zero coal exposure** in our loan book, a target initially set for 31 March 2027. This milestone underscores our commitment to sustainability and our proactive approach to environmental responsibility

c.£100mn	Provided financing for a renewable energy developer to acquire a biomass renewable plant
$252mn	Participated in a multi-currency financing package for a leading sustainable Nordic data centre company
€65mn	Arranged a financing package for a Dutch electric vehicle (EV) charging business, and co-arranged a $100mn debt facility for an EV charging infrastructure business in the US
Supporting the SDGs	Our first integrated asset-based and cashflow lending transaction in the Netherlands funded the acquisition of an education business which supports SDG 4: quality education and SDG 10: reduced inequalities.

Incorporating sustainability in the way we do business and creating innovative, impactful solutions