

Investec Limited

May 2022

The information in this presentation relates to the financial year ended 31 March 2022, unless otherwise indicated.



Contents

1.

Investec Group
at a glance

2.

Investec Limited
overview

3.

Investec Limited
operating
fundamentals

4.

Investec Limited
peer analysis

5.

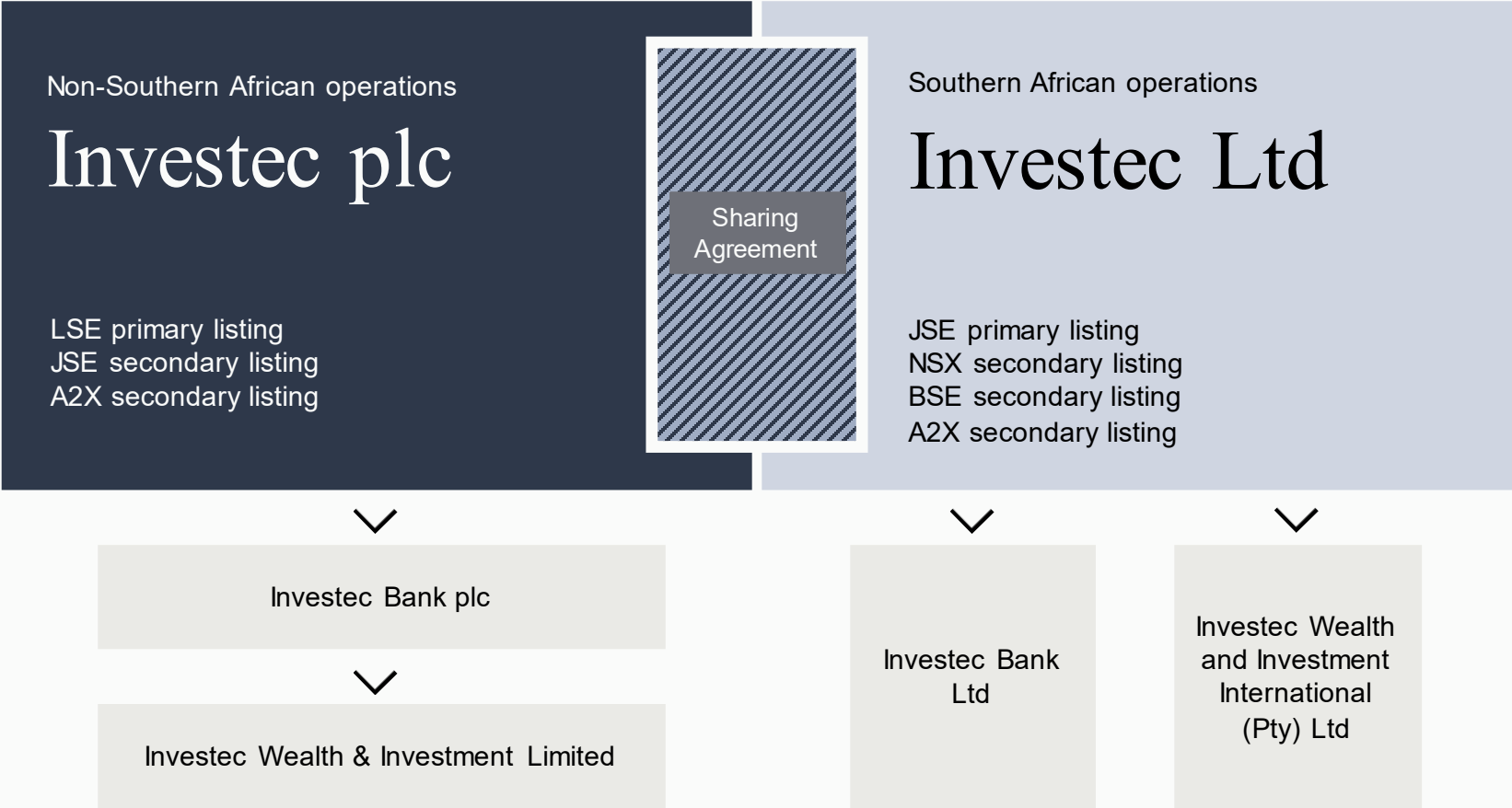
Appendices



Investec Group at a glance



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**

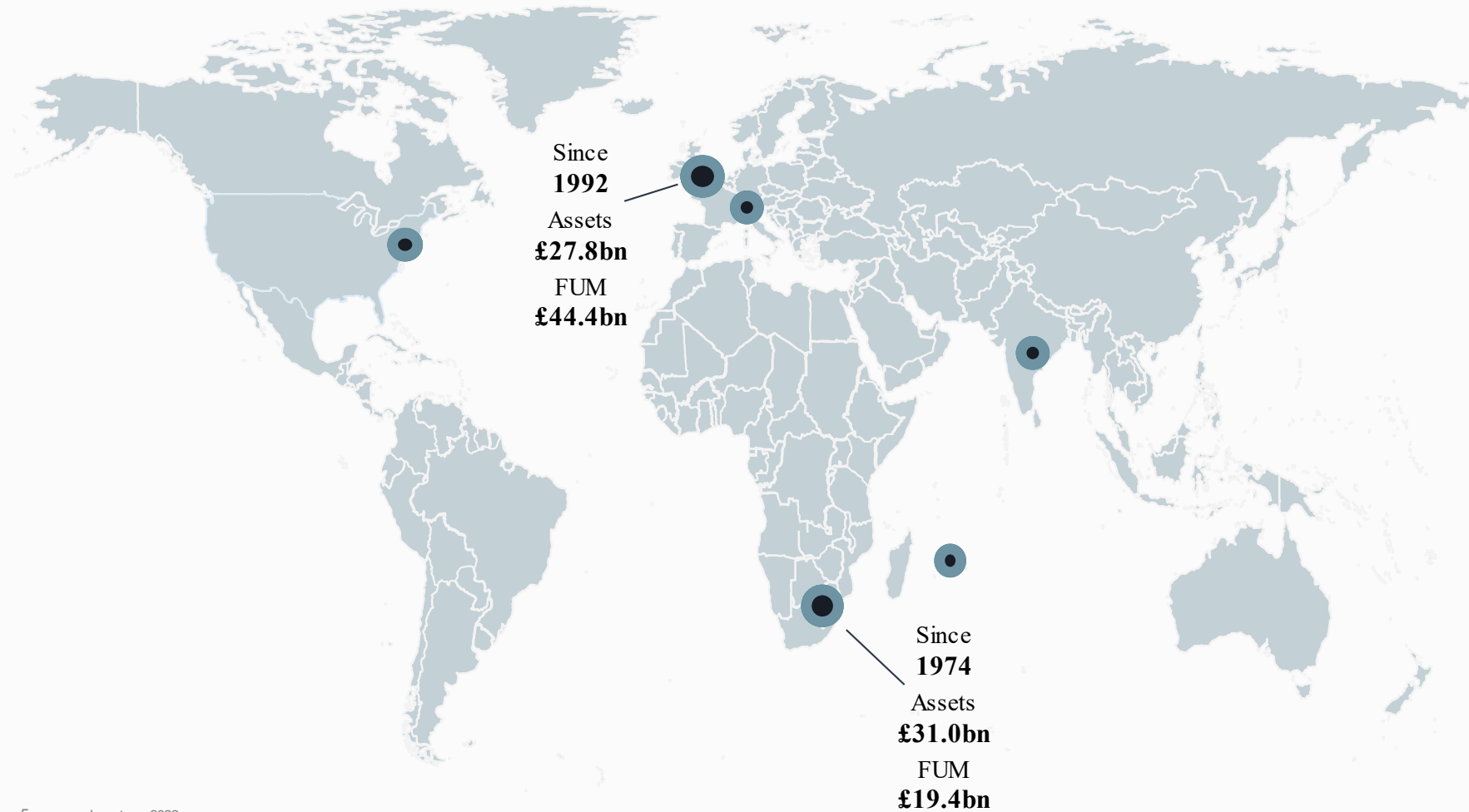
Shareholders have **common economic and voting interests** as if Investec plc and Investec Limited were a single company

Creditors, however, are ring-fenced to either Investec plc or Investec Limited as there are **no cross-guarantees** between the companies

Note: All shareholdings are 100%. Only main operating subsidiaries are indicated.

Investec Group at a glance

A domestically relevant, internationally connected banking and wealth & investment Group



- Established in 1974
- Today, an efficient integrated international business platform employing approximately **8 300+*** people
- Listed on the JSE and LSE (a FTSE 250 company)
- Total assets of **£58.8bn**; total equity of **£5.7bn**; and total funds under management of **£63.8bn**

One Investec

Our values

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

1

Cast-iron Integrity

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

2

Distinctive Performance

We employ talented people with passion, energy and stamina, who exercise common sense in achieving effective performance in a high pressure, multi-task environment.

We promote innovation and entrepreneurial freedom to operate within the context of risk consciousness, sound judgement and an obligation to do things properly

We show concern for people, support our colleagues and encourage growth and development.

3

Client focus

We break china for the client, having the tenacity and confidence to challenge convention.

We thrive on change, continually challenging the status quo and recognising that success depends on flexibility, innovation and enthusiasm in meeting the needs of our changing environment.

4

Dedicated partnership

We believe that open and honest dialogue is the appropriate process to test decisions, seek consensus and accept responsibility.

We are creative individuals who co-operate and collaborate unselfishly in pursuit of Group performance.

We respect the dignity and worth of the individual through encouraging openness and embracing difference and by the sincere, consistent and considerate manner in which we interact.

45+ 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 – anticipate excess capital

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

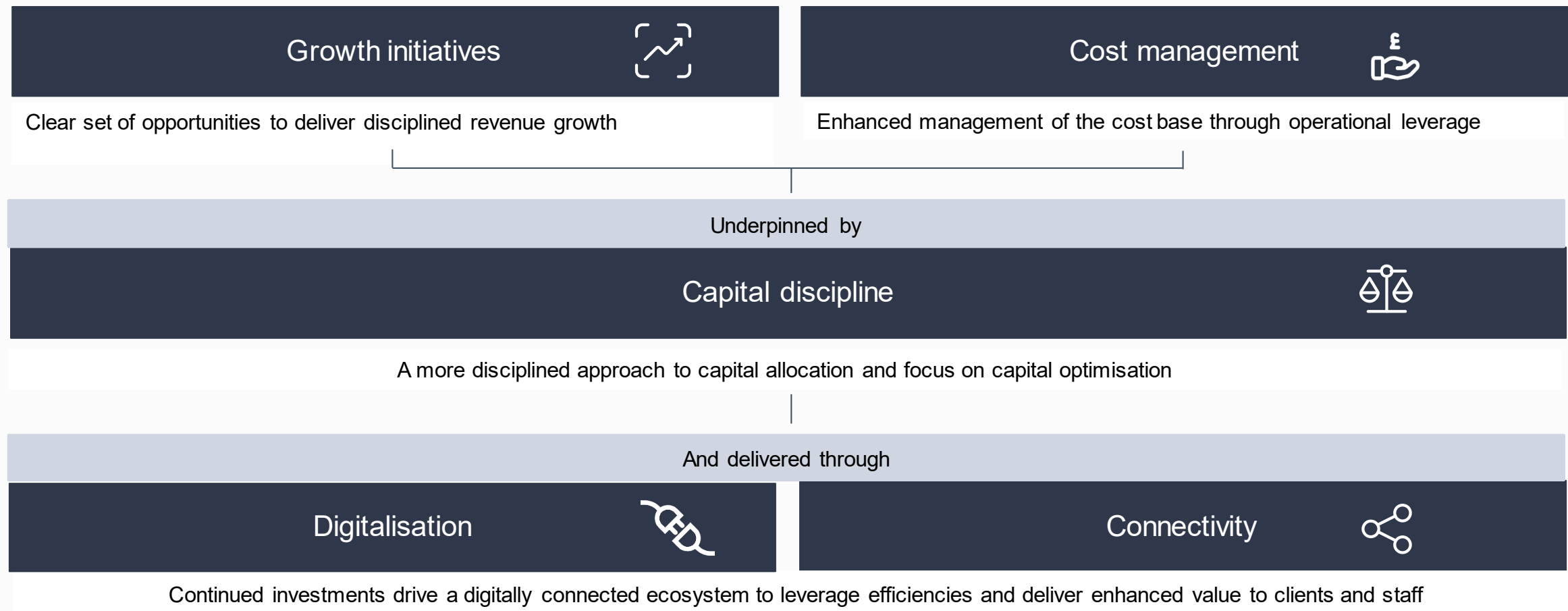
5

Our clients have historically shown resilience through difficult macro environments

6

Rightsized the cost structure of the business

Framework to drive improved business performance



Sustainability highlights

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

Sustainability principles

1.

Creating long-term value for all our stakeholders

2.

Do no harm through ethical conduct and ESG screening

3.

Committed to a clean carbon transition by achieving carbon neutral status in all our operations

4.

Providing profitable, impactful and sustainable products and services

5.

Maximising impact through a focus on the SDGs

ENABLED THROUGH

Strong governance

- Created a framework linking **executive directors' remuneration** to ESG KPIs
- Deepened our ESG skills** on the Group Board with the addition of two new non-executive directors
- Received a **low-risk rating** from Sustainalytics (16.6)

Innovative sustainable finance

Core SDGs

Climate action



Scope 3 financed emissions focused project implemented

0.15%
coal as a % of loans and advances

A proud participant of:
Climate Action 100+
Global leaders driving business transition



Committed to NZBA

Reduced inequalities



40%
women on the board

43%
board ethnic diversity

Level 1
BBBEE rating

4th
2021 Universum employer of choice by students

Some examples of how we supported the SDGs since April 2021

Supporting SDGs



R2.27bn

Funding for student accommodation



R 1bn

First green bond issued for renewable energy projects (3.8x oversubscribed)



\$1bn

Lead arranger and lender for Vantage's hyperscale data centre development in South Africa



R1.65bn

To secure South Africa's water resources through Trans Caledon Tunnel Authority



€82mn

Arranged finance for Ghana road upgrade project



€215mn

Lead arranger for Ghana's healthcare infrastructure

Strong ESG ratings

Sustainability Yearbook
Member 2021

S&P Global

Top 15% in the global diversified financial services sector (inclusion since 2006)



Score B against an industry average of B (formerly Carbon Disclosure Project)



Top 13% of globally assessed companies in the Global Sustainability Leaders Index



Top 20% of the ISS ESG global universe and
Top 14% of diversified financial services



Top 2% in the financial services sector in the MSCI Global Sustainability Index



Included in the **FTSE UK 100 ESG Select Index** (out of 641)
Included in the **FTSE4Good Index**

Overview of Investec Limited



Overview of Investec Limited

Investec Limited is a **distinctive specialist bank** and **investment manager** with primary business in **Southern Africa**.

We focus on delivering distinct profitable solutions for our clients in two core areas of activity, namely:

Specialist Banking and Wealth & Investment

Total
assets
R599.1bn

Net core
loans
R298.4bn

Total
equity
R62.5bn

Customer
deposits
R419.9bn

Total
FUM
R372.8bn

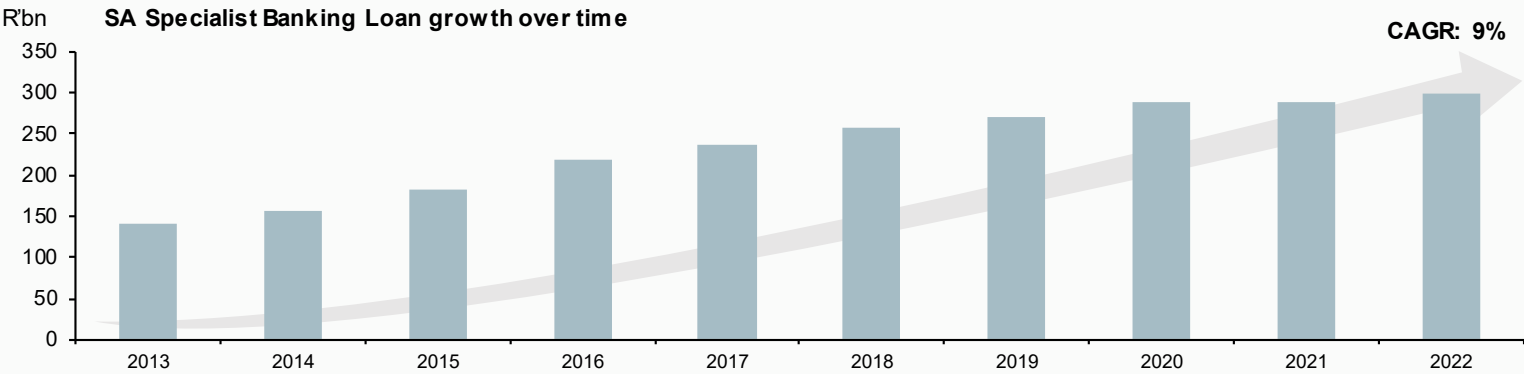
Well established
franchise

- **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 **4 400+*** permanent employees.
- **5th largest banking group** in South Africa (by assets).
- **Top wealth manager** and part of a global platform.
- **Leading position** in corporate and institutional and private client banking activities.

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 and 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



Permanent employees	4,000+
% Contribution to adjusted operating profit* of Investec Group	c.49%
% Contribution to loan book of Investec	c.52%

*Operating profit before Group costs, goodwill, acquired intangibles and strategic actions, less profit attributable to other non-controlling interests.

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**



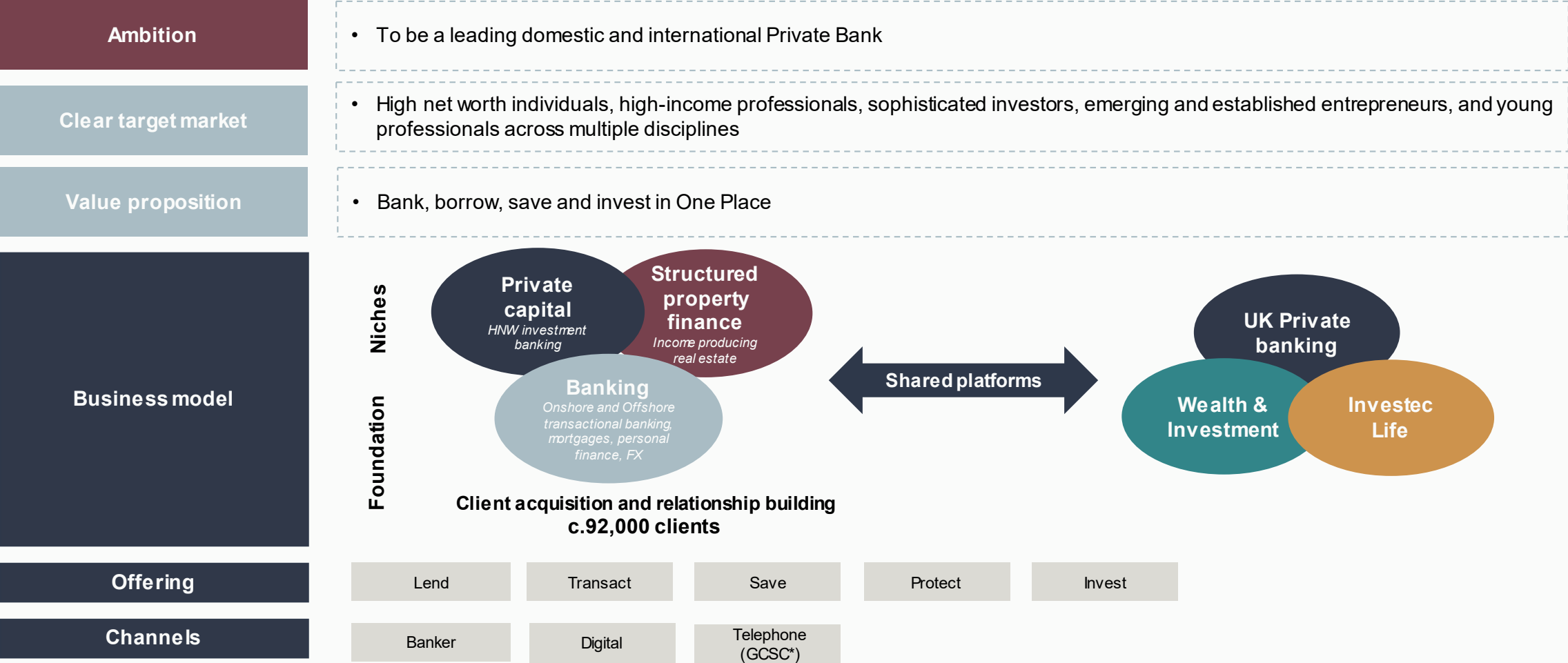
- **Maintaining cost efficiency** with low cost to income ratios



- 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**

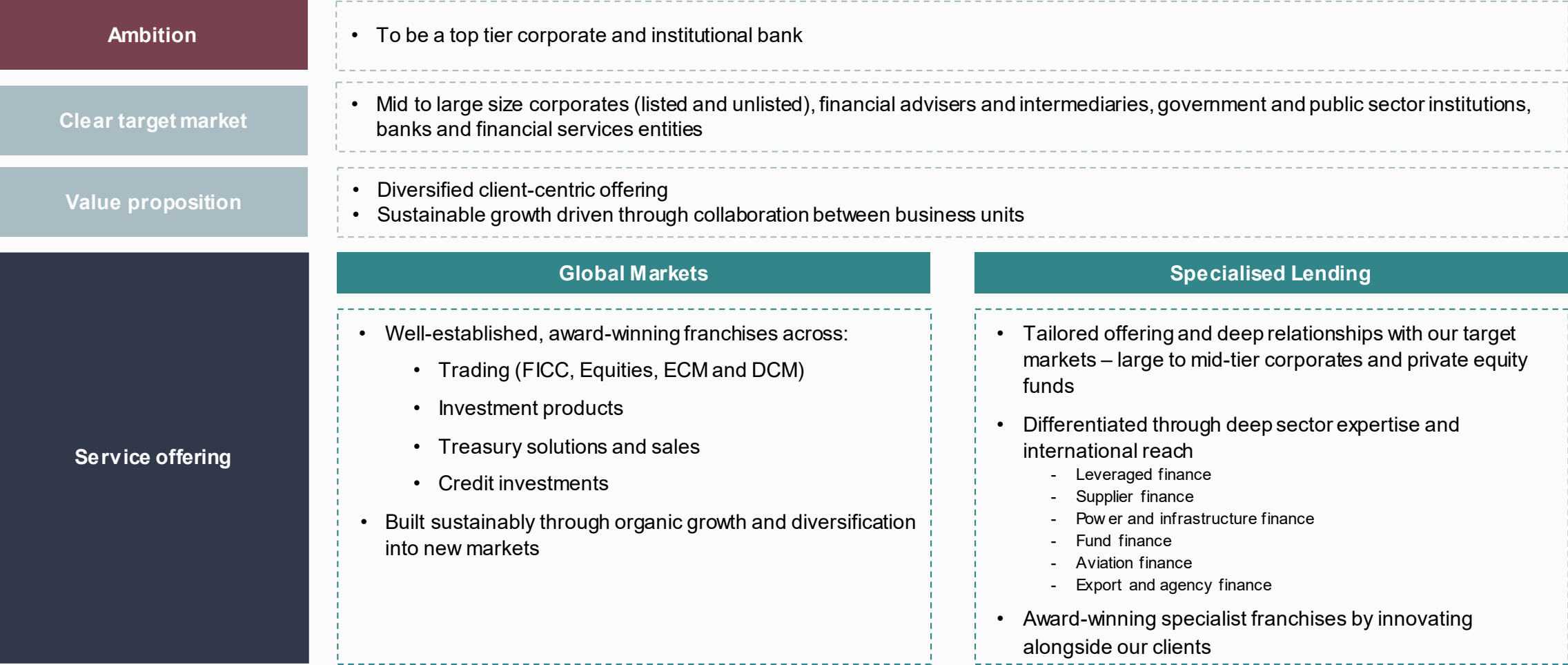
Specialist Banking: Private Banking

A full-service Private Banking offering integrated into One Place



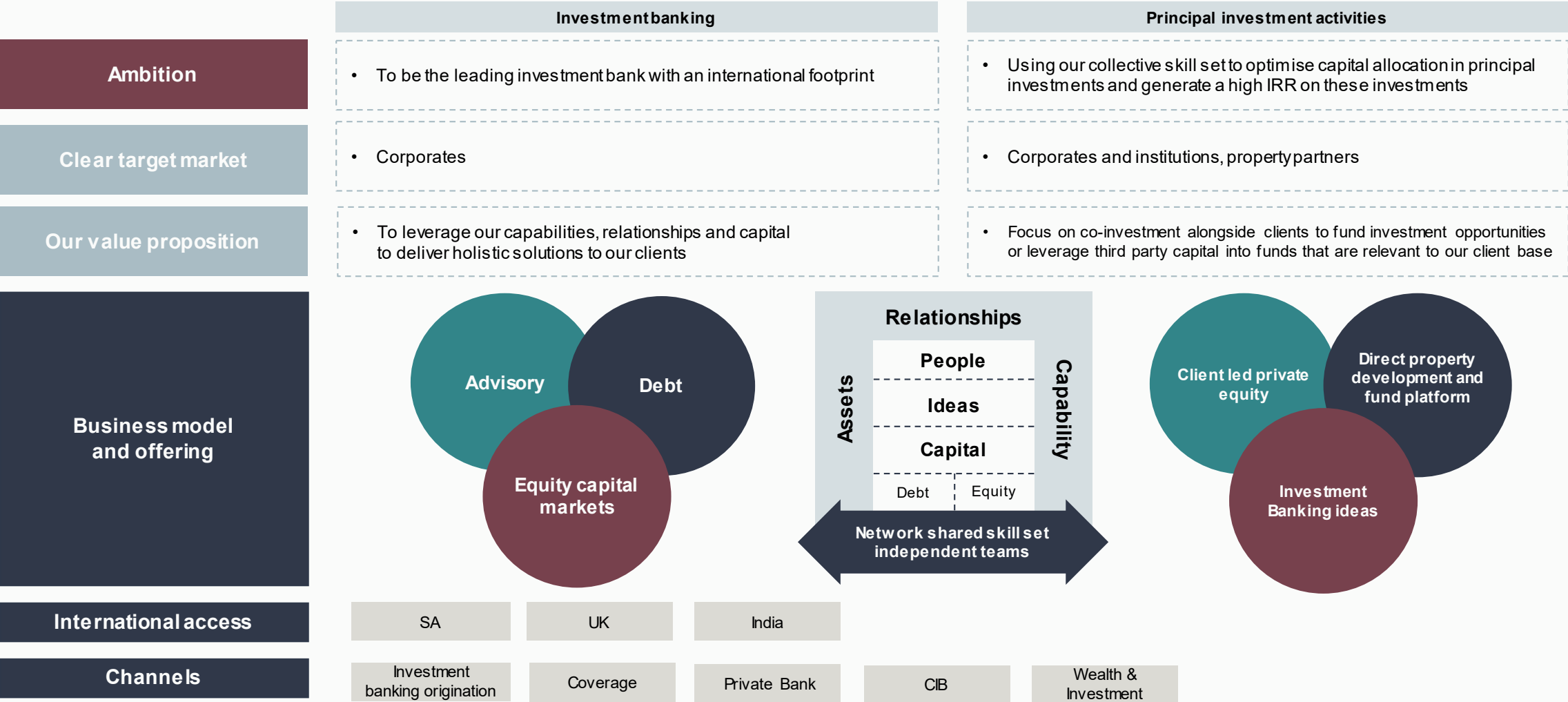
Specialist Banking: Corporate and Institutional Banking

Strong franchise value and leading market position in our niche markets



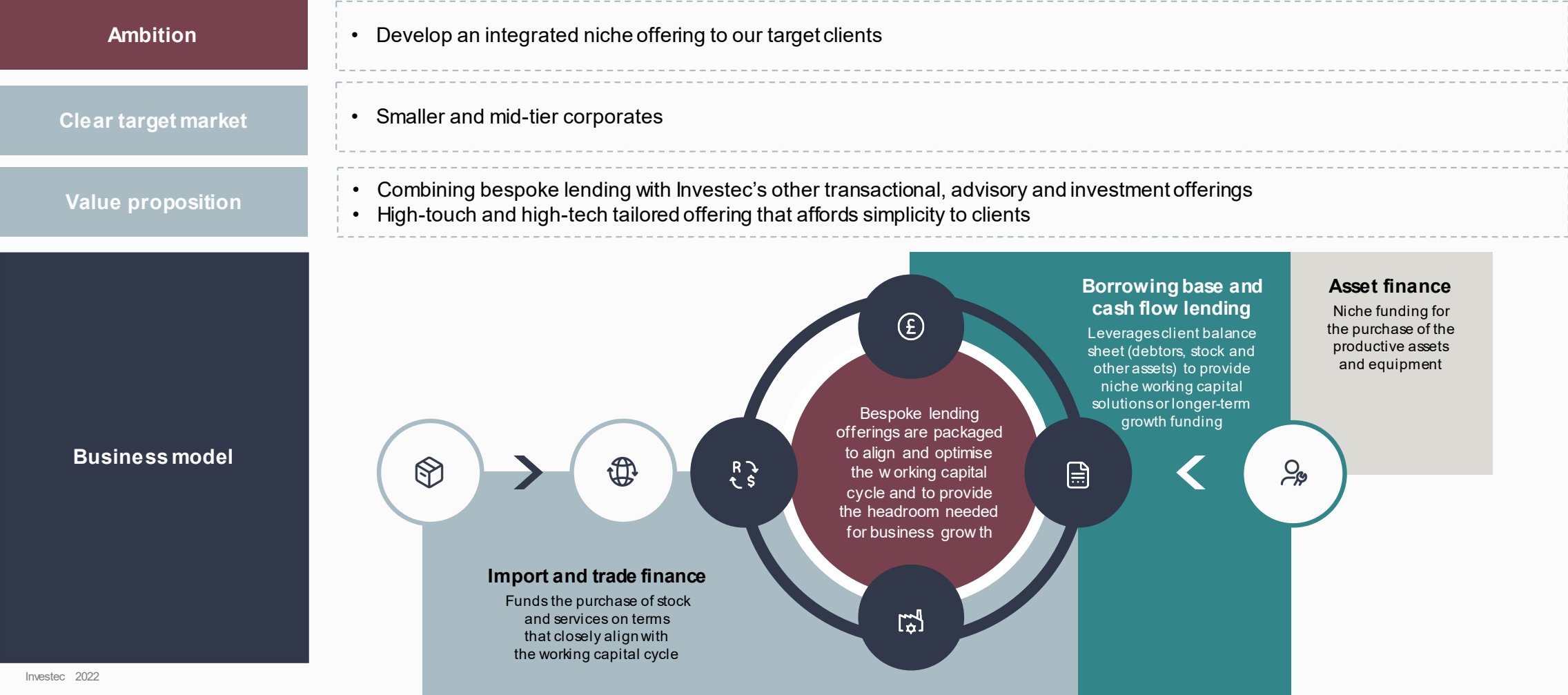
Specialist Banking: Investment Banking and Principal Investments

Delivering holistic investment solutions to clients



Specialist Banking: Investec for Business

Bespoke lending offerings for working capital optimisation and business growth

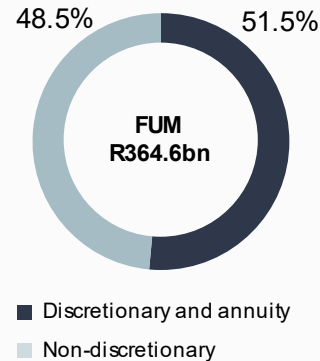


Wealth & Investment

Uniquely positioned for SA HNW private clients seeking a holistic, international wealth management service

Key facts*

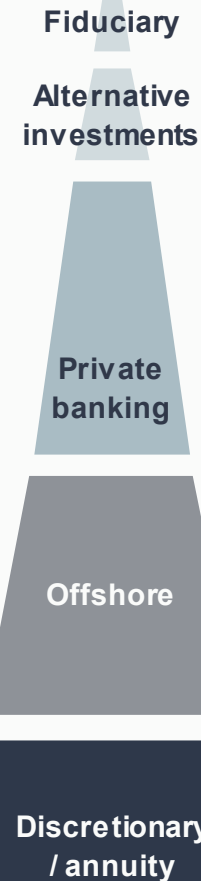
Total FUM	R364.6bn
% discretionary and annuity	51.5%
% of disc. and annuity offshore	65%
Operating margin	33.2%
Average yield disc. and annuity	95 bps
Target client	> R5mn
# of clients	c.44,500
# of offices	10
# of investment managers	114



Market factors

- A unique proposition for an ever-changing market
- Growing appetite for ESG considerations and sustainable investment opportunities
- Consistent demand for offshore investments and global opportunities, in traditional and alternative investments
- Increasing demand for holistic advisory wealth management services, including discretionary portfolio management, estate planning and fiduciary services
- Providing distinctive banking and wealth services, domestically and offshore, all in One Place™

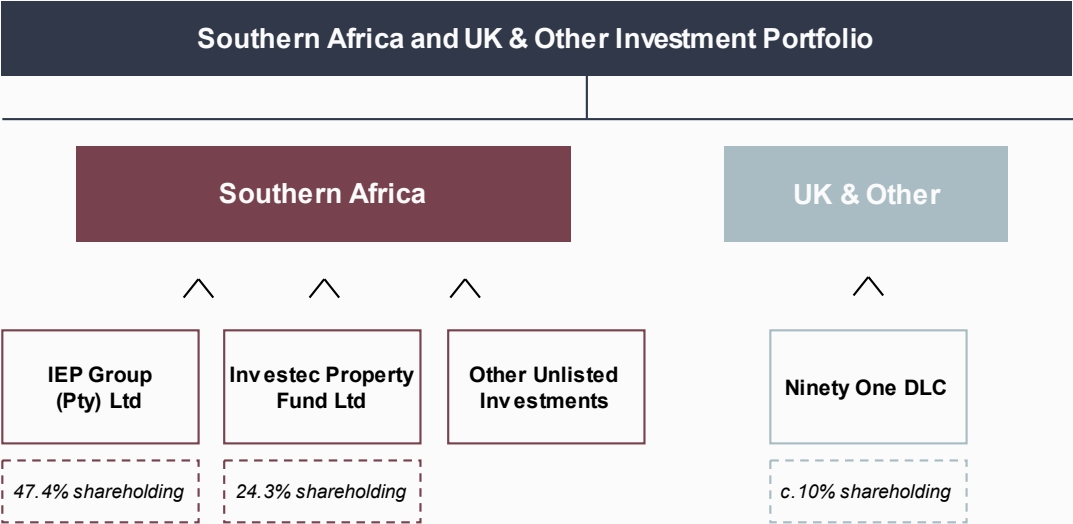
Future growth drivers



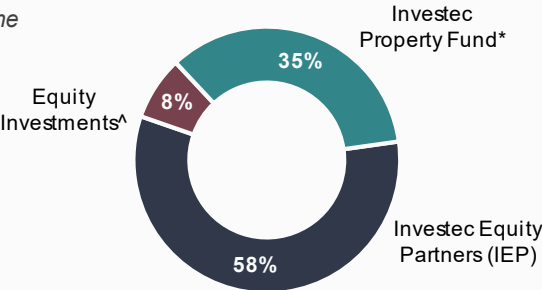
- Enhance our fiduciary and tax planning services
- Expand the breadth and depth of our alternative investment offering
- Success from relationships across W&I and Private Bank, with strategic focus on delivering our One Place™ value proposition
- Focus on acquisition across growth segment of client base and digital offering through my Investments
- Expand international investment universe that provides clients with broad range of international investments
- Leverage our expanded international investment offering into new distribution channels
- Build on strength of client relationships while remaining digitally driven
- Integration of ESG into our investment process and decision-making; and developing sustainable investment opportunities

Group Investments overview

The Group Investments segment consists of equity investments held outside the Group's banking activities



SA Total Equity Exposure %
As at 31 March 2022 – excluding Ninety One



IEP Group (Pty) Ltd

- IEP is an investment holding company that was born out of the Investec Private Equity portfolio. It holds a controlling stake in the Bud Group, an operational services, manufacturing and distribution group
- The Bud Group has diversified growth businesses across four chosen platforms: Chemicals and Minerals, Industrial Services, Building Materials and Financial Services
- The investment is equity accounted with a carrying value of R5.4bn at 31 March 2022

Investec Property Fund Limited (IPF)

- IPF is a South African Real Estate Investment Trust (REIT) which listed on the Johannesburg Stock Exchange (JSE) in 2011. Its investment portfolio comprises direct and indirect real estate investments in South Africa and Europe
- Investec has a 24.31% shareholding and consolidates the fund. The proportionate NAV was R3.3bn at 31 March 2022

Ninety One

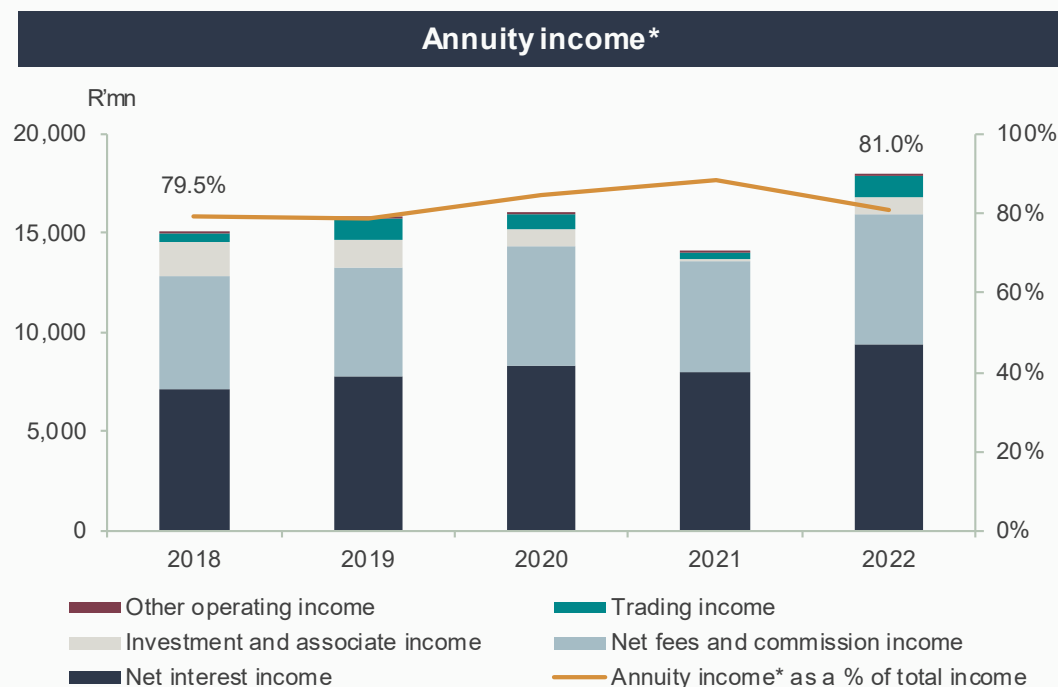
- At 31 March 2022, the Investec Group had a 25% investment in Ninety One DLC whereby c. 10% was held by Investec Limited and c. 15% was held by Investec plc. The market value of the c. 10% stake held by Investec Limited was R4.5bn at 31 March 2022 and it was accounted for as an investment held at fair value through OCI
- Post year end (effective 30 May 2022), Investec Limited's entire holding in Ninety One was distributed to shareholders. The South African Group Investments portfolio therefore no longer includes an investment in Ninety One
- Investec plc (UK) retains an approximate 10% interest in Ninety One.

^ Does not include equity investments residing in our corporate and private client businesses.
* The proportionate NAV consolidated for the Group's investment holding of 24.31% in the Investec Property Fund.

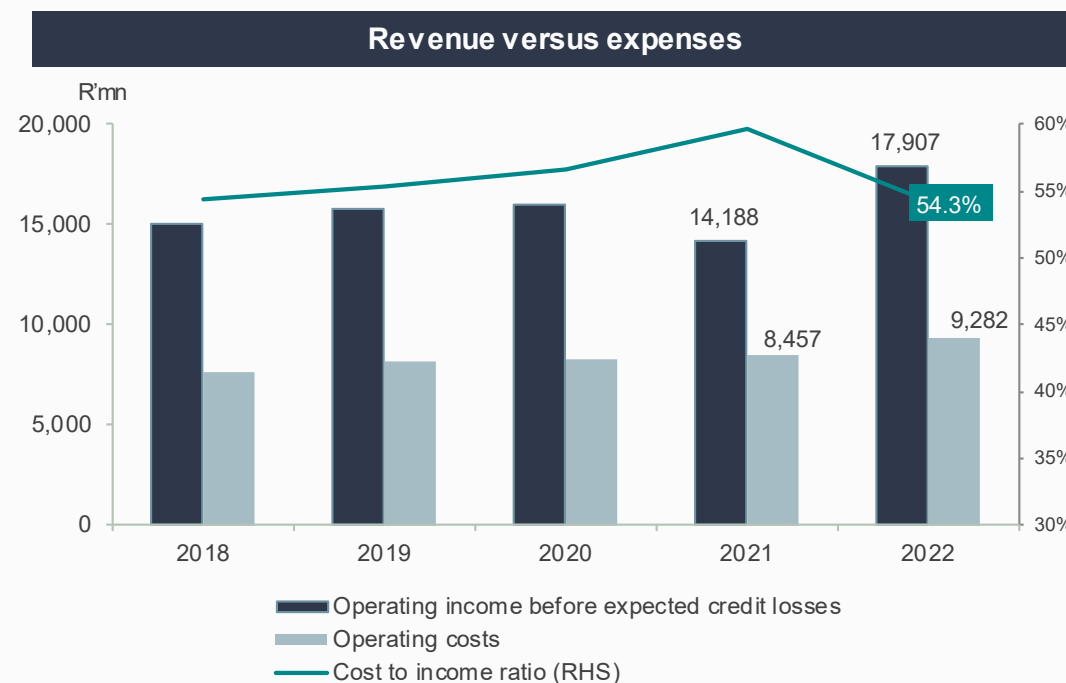
Investec Limited operating fundamentals



Revenue supported by resilient franchises



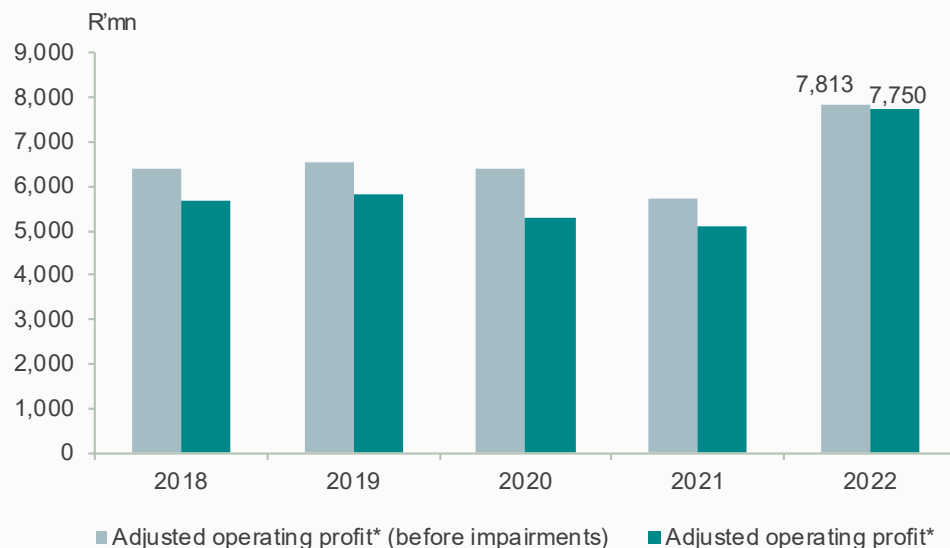
- A diversified business model continues to support a **large recurring income base** comprising net interest income and net annuity fees, representing **81.0%** of revenue for the financial year ended 31 March 2022
- **Growth** in total revenue between 2018 and 2022 has largely been driven by **increased lending activities and a broadening of our client franchise**



- We are maintaining a **disciplined approach to cost control** while building for the future
- The cost to income ratio was 54.3% for the financial year ended 31 March 2022 (31 March 2021: 59.6%)

Revenue supported by resilient franchises (cont.)

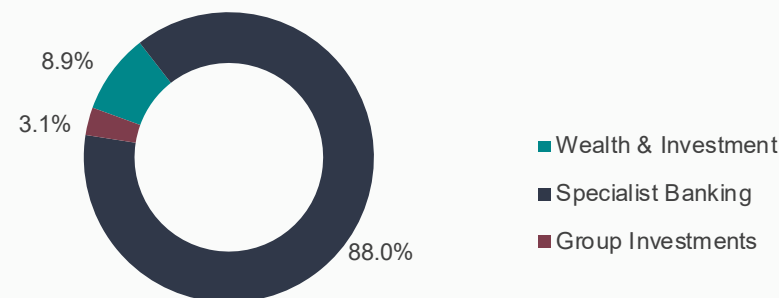
Impact of impairments on adjusted operating profit



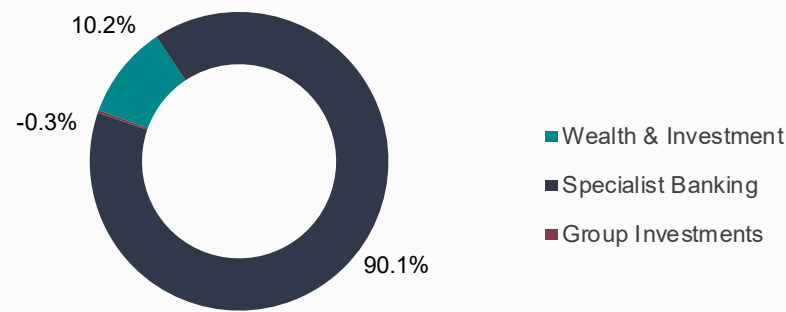
- **Adjusted operating profit*** for the financial year ended 31 March 2022 increased **52%** year on year to **R7,750 million**
- The **decrease in ECL impairment charges** for the financial year ended 31 March 2022 – R63 million compared to R621 million in the prior year – was driven primarily by limited default experience, good recoveries, specific ECL impairment reversals and the release of post-model overlays and a stable to improved macro-economic outlook relative to FY2021.

Contribution to adjusted operating profit

At 31 March 2022

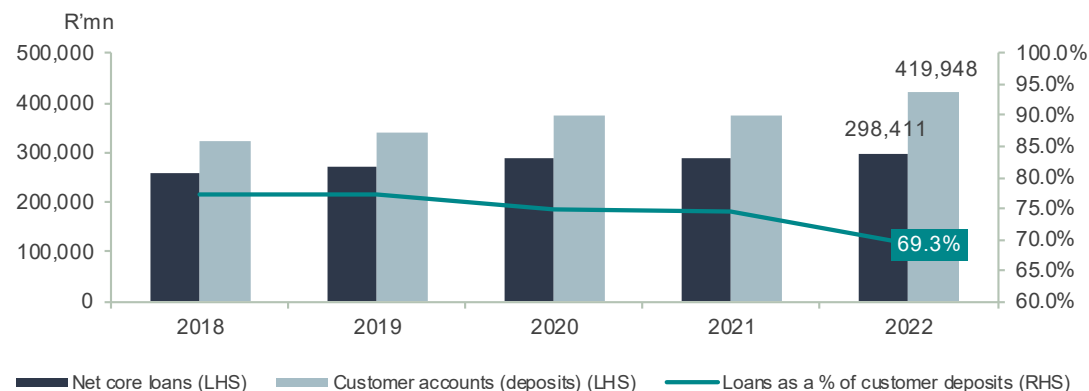


At 31 March 2021

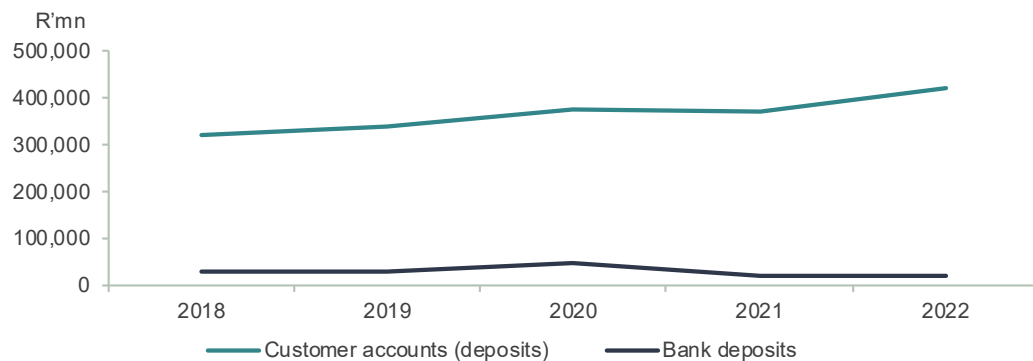


Healthy loan to deposit ratio, stable customer deposit base

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



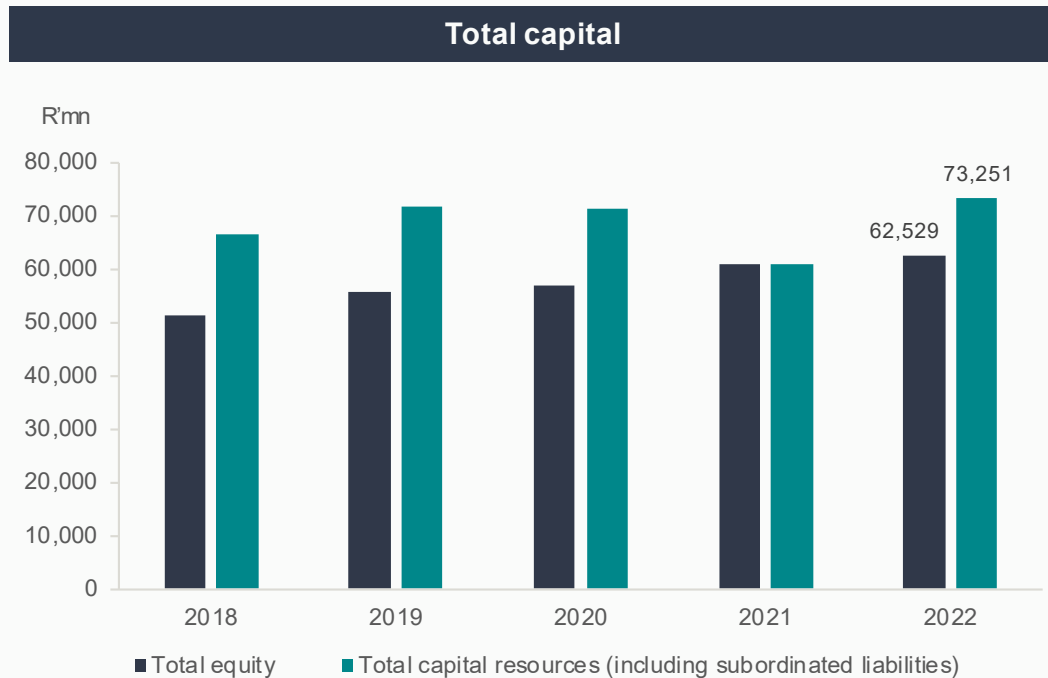
Total deposits: stable customer deposit base



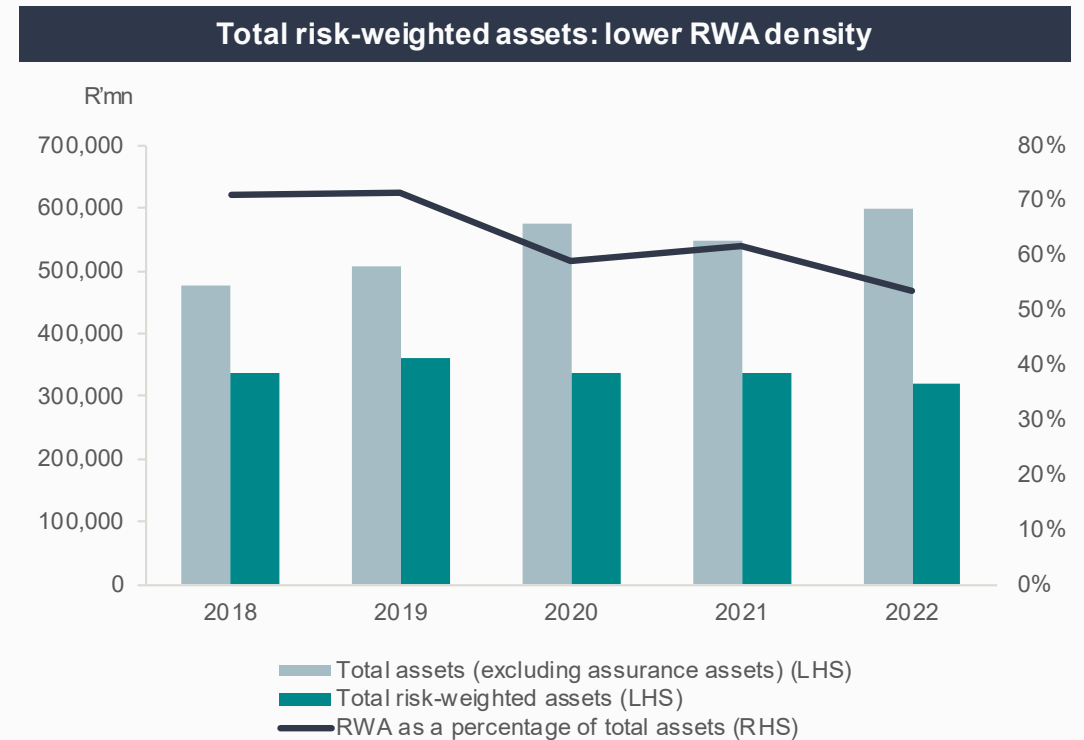
- Customer deposits **have grown by 30.5% (c.6.9% CAGR) since 2018 to R419.9bn** at 31 March 2022
- Loans and advances as a percentage of customer deposits **amounts to 69.3%**

- 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

Sound capital base and capital ratios



- We have continued to grow our capital base over the past 5 years **without recourse to government or shareholder support**
- Our **total capital resources** have grown by **10.5%** since 2018 to R73 251mn at 31 March 2022



- The **Total RWAs/ Total assets** (RWA density) decreased to 53.4% (31 March 2021: 61.5%)
- Approval was received from the Prudential Authority to adopt the Advanced Internal Ratings Based (AIRB) approach for the SME and Corporate models effective 1 April 2021. We have made progress in our application to adopt AIRB on remaining models where capital is still measured on the Foundation Internal Ratings Based (FIRB) approach.

Sound capital ratios and capital ratios (cont.)

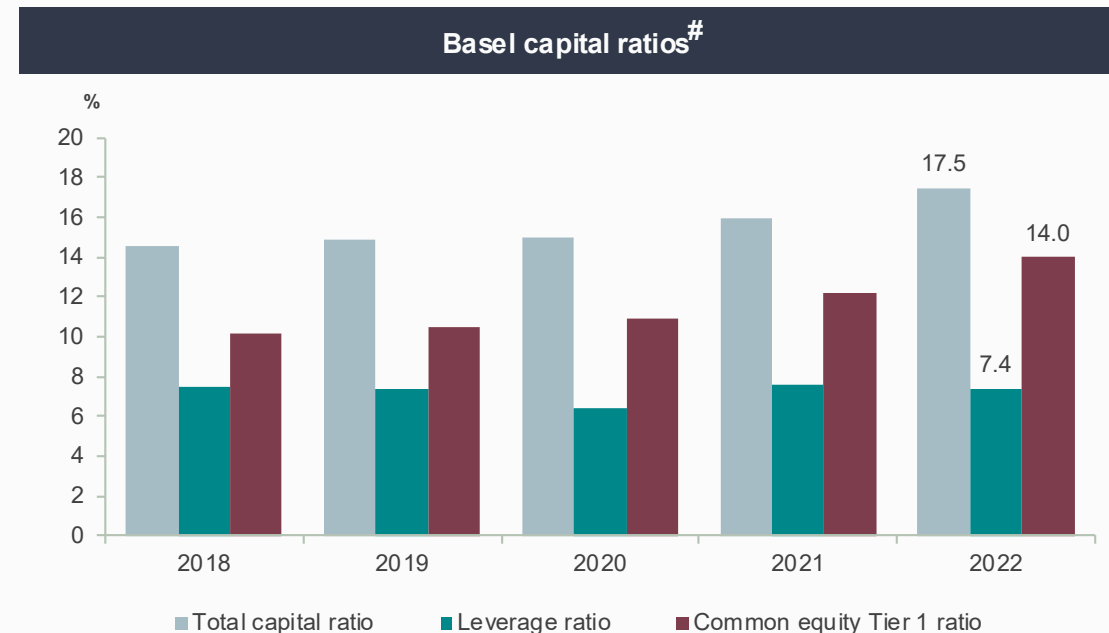
Capital ratios [^]			
	Increased AIRB Scope*		FIRB
	31 Mar 2022	31 Mar 2021	31 Mar 2021
Common Equity Tier 1	14.0%	12.8%	12.2%
Common Equity Tier 1 (fully loaded) ^{^^}	14.0%	12.8%	12.2%
Tier 1 ratio	15.0%	13.4%	12.8%
Total capital ratio	17.5%	16.6%	16.0%
Leverage ratio **	7.4%	7.6%	7.6%
Leverage ratio** – (fully loaded) ^{^^}	7.4%	7.5%	7.5%

[^] Investec Limited's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's CET 1 ratio would be 134bps lower (31 March 2021: 39bps lower)

* Investec Limited received approval to adopt the Advanced Internal Ratings Based (AIRB) approach for the SME and Corporate models, effective 1 April 2021. We presented numbers on a pro-forma basis for 31 March 2021

** The leverage ratios are calculated on an end-quarter basis

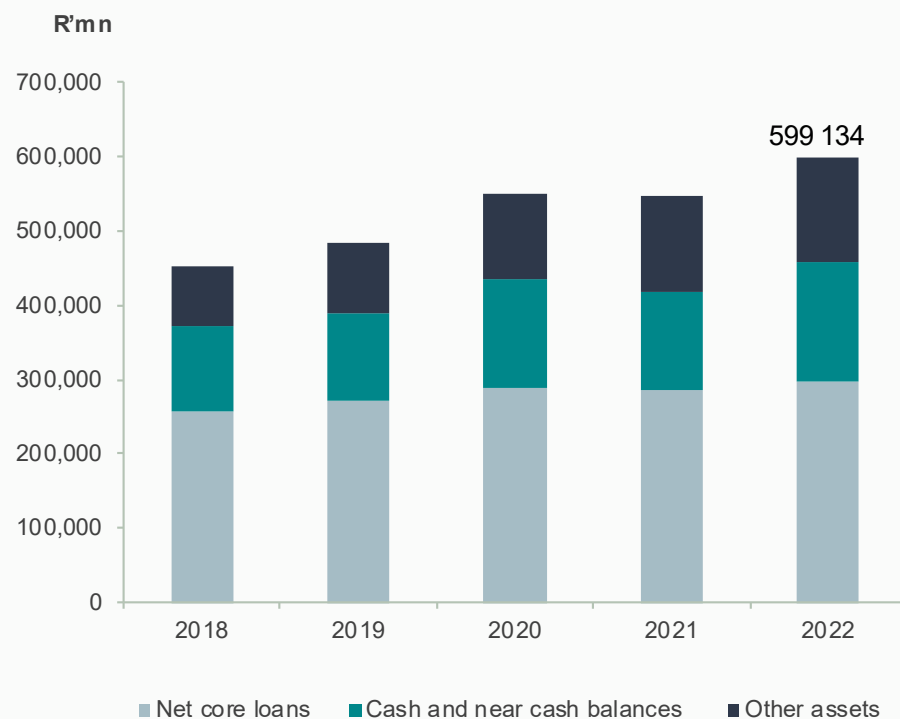
^{^^} The CET 1 ratio (fully loaded) and the leverage ratio (fully loaded) assumes full adoption of IFRS 9.



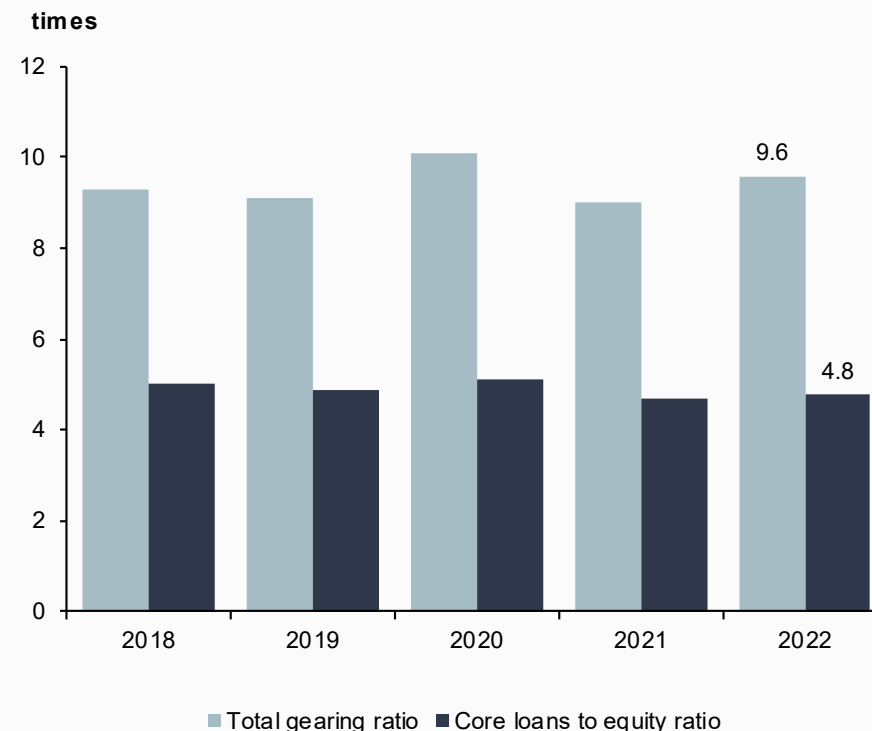
- Investec Limited has **always held capital in excess of regulatory requirements** and intends to perpetuate this philosophy to ensure that it remains well capitalised
- At 31 March 2022, a total capital ratio of **17.5%** and a common equity tier 1 ratio of **14.0%** was achieved.

Consistent asset growth, gearing ratios remain low

Total assets composition



Gearing remains low*

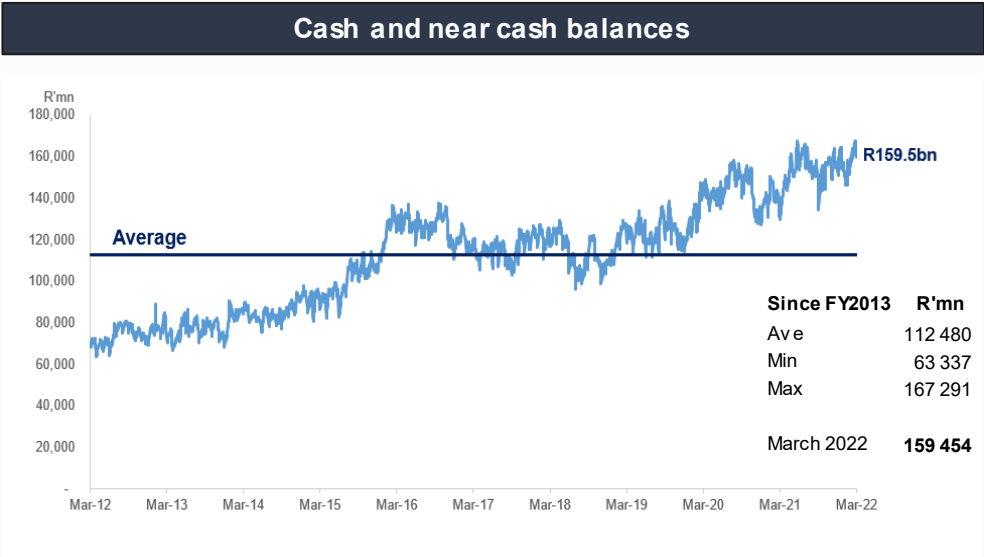
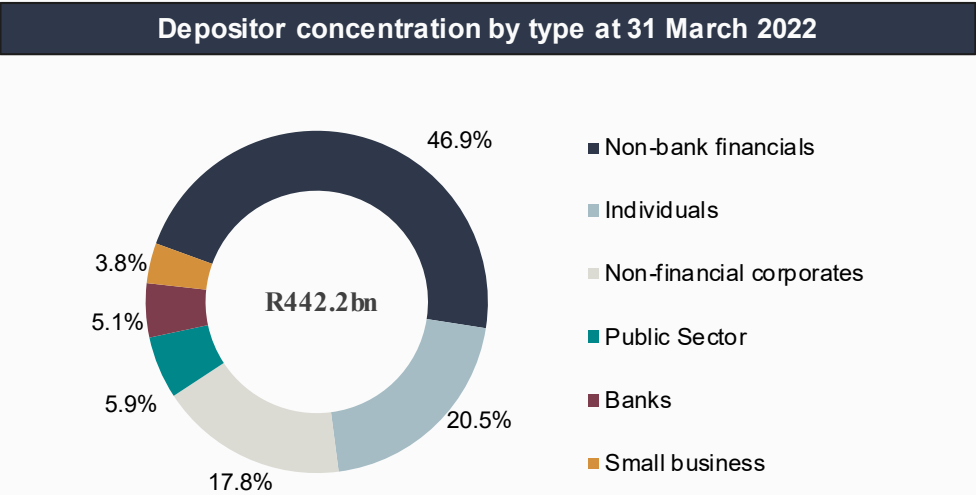
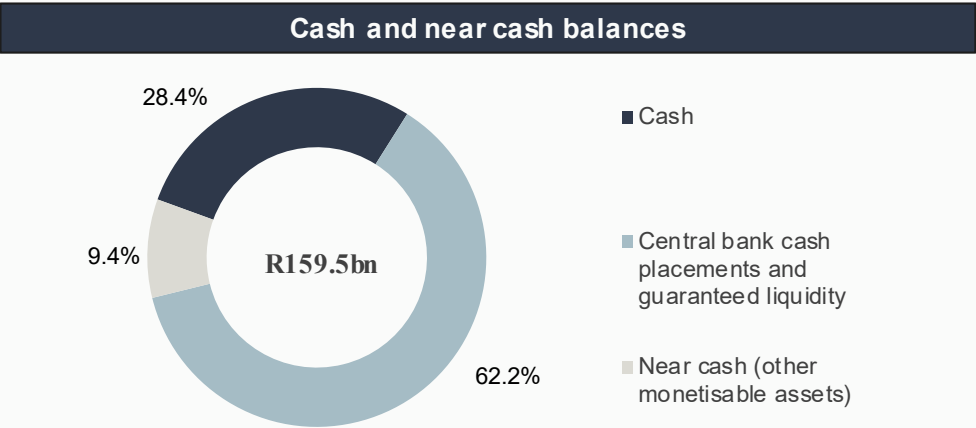


- We have reported a **CAGR of 3.8% in net core loans** since 2018 driven by increased activity across our target client base, as well as growth in our core client franchises
- In addition, we have seen **solid growth in cash and near cash balances** over the same period.

- We have **maintained low gearing ratios*** with total gearing at 9.6x and an average of 9.4x since March 2018.

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 31 March 2013 (CAGR: 9.1%) to **R159.5bn** at 31 March 2022 (representing 40.0% of customer deposits)
- We delivered **liquidity ratios well in excess of regulatory requirements**. At 31 March 2022, IBL's (consolidated Group) three-month average **Liquidity Coverage Ratio (LCR)*** was **138.9%**.
- Investec Limited's **Net Stable Funding Ratio (NSFR)** was **112.6%** (ahead of minimum requirements of 100%)



* In 2020, part of the Prudential Authority's response to the expected negative impact of COVID-19 on liquidity in financial markets was to reduce the LCR requirement for banks from 100% to 80%. On 1 September 2021, the Prudential Authority communicated that the LCR requirement will increase to 90% on 1 January 2022 and back to 100% on 1 April 2022.

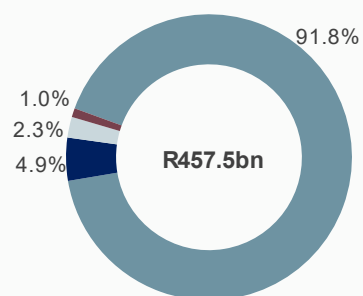
Diversified funding strategy

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

Conservative and prudent funding strategy

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

Select funding sources



R'mn	31 March 2022
Customer deposits	419 948
Deposits by banks	22 236
Subordinated liabilities	10 722
Securitisation liabilities	4 585
Total	457 491

- Customer deposits account for 91.8% of selected funding sources** as at 31 March 2022
- Customer deposits are supplemented by deposits from banks (4.9%), subordinated debt (2.3%) and securitisation liabilities (1.0%)
- 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

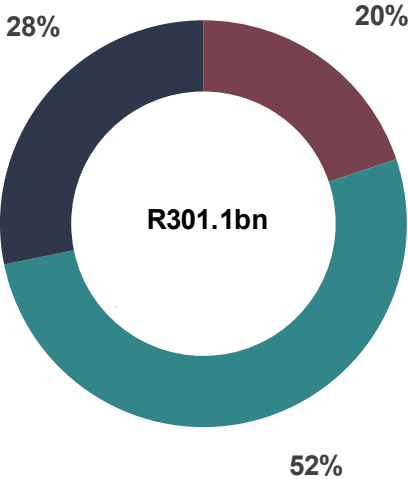
Exposures in a select target market

- **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 and advances by risk category

Corporate and other

Corporate and acquisition finance	20.0%
Fund finance	2.5%
Financial institutions and governments	1.1%
Small ticket asset finance	1.5%
Aviation finance	0.5%
Power & Infrastructure Finance	1.9%



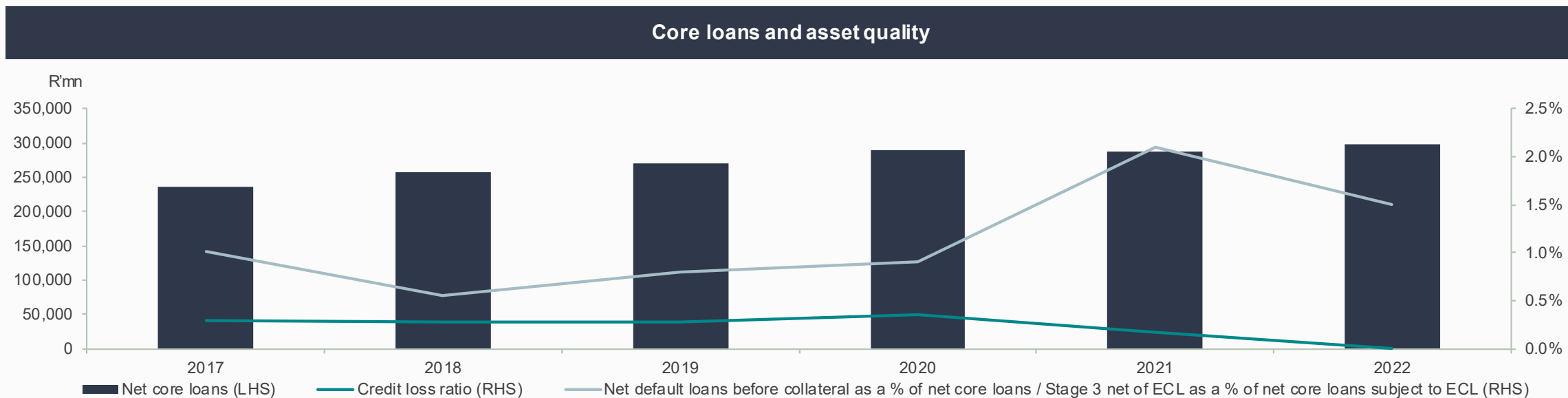
Lending collateralised by property

Commercial real estate investment	16.7%
Commercial real estate development	0.7%
Commercial vacant land and planning	0.2%
Residential real estate investment	1.0%
Residential real estate development	1.1%
Residential vacant land and planning	0.3%

High net worth and other private client

HNW and private client - mortgages	28.4%
HNW and specialised lending	24.0%

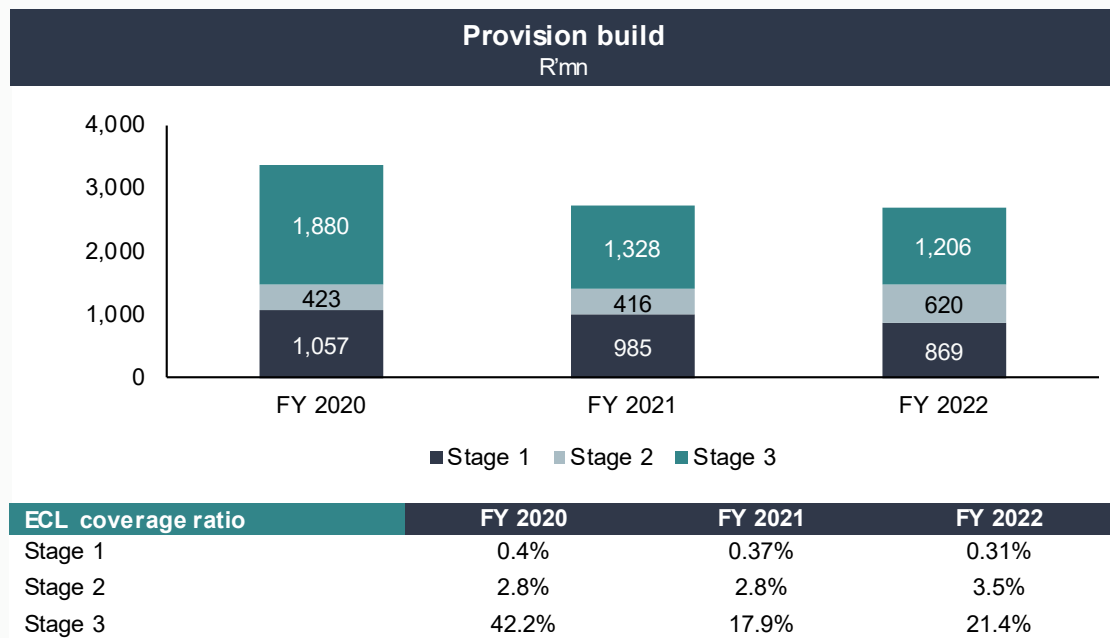
Asset quality



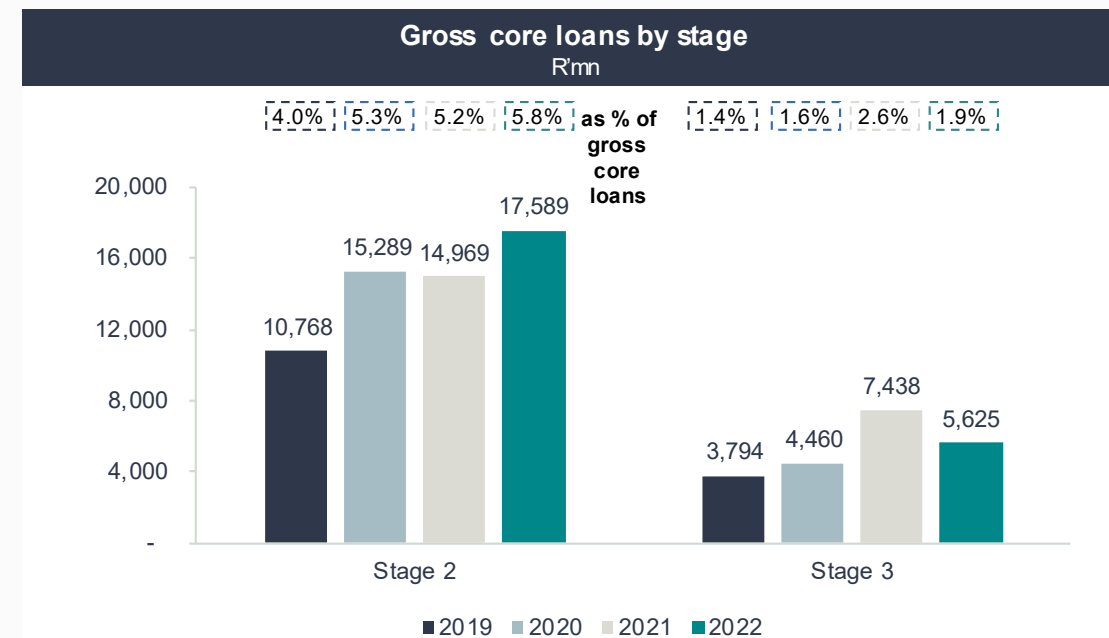
Credit quality metrics on core loans for the financial year ended 31 March 2022:

- The **credit loss ratio** improved to approximately 0.00% at 31 March 2022 from 0.18% in 31 March 2021, driven primarily by:
 - Limited default experience
 - Good recoveries, and
 - Release of R71mn management overlay given credit performance and stable to improved macro-economic outlook relative to FY2021
- Since 31 March 2021 **Stage 3 gross core loans subject to ECL** decreased by R1 813 million to R5 625 million
- **Stage 3 net of ECL as a % of net core loans subject to ECL** was 1.5% for 31 March 2022 (31 March 2021: 2.1%)

Asset quality metrics



- Overall coverage for Stage 1 and Stage 2 remains flat at 0.5% at 31 March 2022. Stage 3 coverage has improved to 21.4% (31 March 2021: 17.9%).



- Gross core loans increased by 3.8% to R301.1 billion since 31 March 2021 mainly due to increased activity in the high net worth and other private client lending portfolio
- Stage 2 exposures increased to 5.9% of gross core loans subject to ECL at 31 March 2022 (31 March 2021: 5.2%) mainly due to certain single name exposures migrating from Stage 3 to Stage 2
- Stage 3 has reduced to 1.9% of gross core loans subject to ECL at 31 March 2022 (31 March 2021: 2.6%), as a result of these migrations and as well as certain settlements.

Credit ratings

Current credit ratings of Investec Limited	
Fitch	Rating
Foreign currency long-term rating	BB-
Foreign currency short-term rating	B
National long-term rating	AA+(zaf)
National short-term rating	F1+(zaf)
Viability rating	bb-
Outlook	Stable

Historical credit ratings of Investec Limited			
Long-Term Foreign Currency Issuer Default Rating	Nov-20* / current	Mar-20*	Apr-17*
Fitch	BB-	BB	BB+

- Investec Limited's ratings have remained 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 it is largely foreign-owned and the foreign holding company is domiciled in a country with a higher rating than South Africa

Appendices



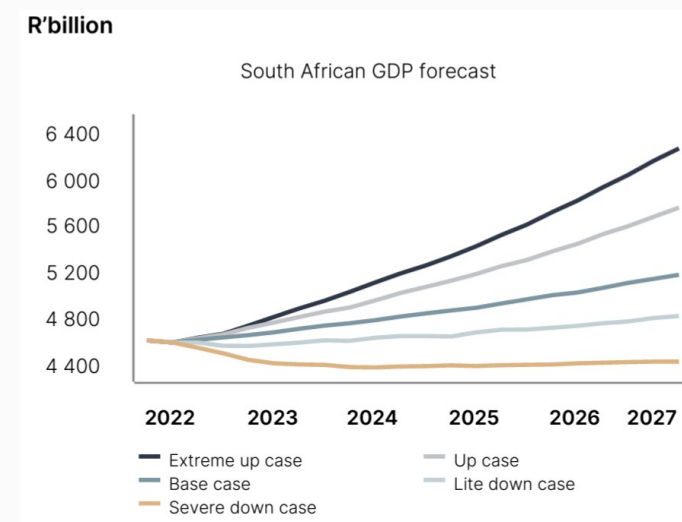
Forward-looking macro-economic scenarios

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.

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 were used in the measurement of ECL. These scenarios incorporate a base case, two upside cases and two downside cases. The aim of this economic scenario generation process was to provide a view of the current and projected state of the South African economy and the different economic scenarios that could occur in various stressed or improved environments over the next five years for a number of identified variables/ risk drivers.

As at 31 March 2022, all five scenarios were updated to incorporate the latest available data.



			At 31 March 2022 Average 2022 - 2027				At 31 March 2021 Average 2021 - 2026					
South Africa	Macro-economic scenarios		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%
	GDP growth		6.1	4.4	2.4	1.0	(0.6)	5.5	4.4	2.7	1.8	(0.5)
	Repo rate		3.9	4.6	6.0	6.5	7.5	3.5	3.8	4.7	5.0	5.6
	Bond yield		7.9	9.1	9.7	10.4	11.8	9.2	9.5	10.4	11.1	11.9
	Residential property price growth		7.4	6.3	4.8	4.0	2.5	7.1	6.3	5.3	4.1	2.6
	Commercial property price growth		5.9	1.8	0.7	(1.4)	(2.6)	3.6	2.1	0.6	(1.0)	(2.7)
	Exchange rates (South African Rand : US Dollar)		12.5	14.2	15.6	16.9	19.9	12.0	13.6	15.8	17.7	18.4
	Scenario weightings		1	2	51	40	6	1	2	48	44	5

Investec Limited: salient financial features

Key financial statistics	31 March 2022	31 March 2021	% change
Total operating income before expected credit losses (R'million)	17 907	14 188	26.2%
Operating costs (R'million)	9 282	8 457	9.8%
Operating profit before goodwill and acquired intangibles (R'million)	8 562	5 110	67.6%
Headline earnings attributable to ordinary shareholders (R'million)	5 373	4 206	27.7%
Cost to income ratio	54.3%	59.6%	
Total capital resources (including subordinated liabilities) (R'million)	73 251	75 073	(2.4%)
Total equity (R'million)	62 529	60 628	3.1%
Total assets (R'million)	599 134	548 480	9.2%
Net core loans (R'million)	298 411	287 315	3.9%
Customer accounts (deposits) (R'million)	419 948	374 228	12.2%
Loans and advances to customers as a % of customer accounts (deposits)	69.3%	74.6%	
Cash and near cash balances (R'million)	159 454	129 759	22.9%
Funds under management (R'million)	372 804	340 618	9.4%
Total gearing ratio (i.e. total assets excluding assurance assets to equity)	9.6x	9.0x	
Total capital ratio^	17.5%	16.0%	
Tier 1 ratio^	15.0%	12.8%	
Common Equity Tier 1 ratio^	14.0%	12.2%	
Leverage ratio^	7.4%	7.6%	
Leverage ratio (fully loaded)^	7.4%	7.5%	
Stage 3 as a % of gross core loans subject to ECL	1.9%	2.6%	
Stage 3 net of ECL as a % of net core loans subject to ECL	1.5%	2.1%	
Credit loss ratio	0.00%	0.18%	
Net Stable Funding Ratio % (NSFR)	112.6%	113.4%	
Liquidity Coverage Ratio % (LCR)*	138.9%	164.0%	

Investec Limited: income statement

R'million	31 March 2022	31 March 2021
Interest income	26 087	26 400
Interest expense	(16 709)	(18 362)
Net interest income	9 378	8 038
Fee and commission income	7 166	6 127
Fee and commission expense	(624)	(603)
Investment income	590	284
Share of post taxation profit/(loss) of associates and joint venture holdings	287	(145)
Trading income/(loss) arising from		
– customer flow	1 369	959
– balance sheet management and other trading liabilities	(276)	(621)
Other operating income	17	149
Total operating income before expected credit loss impairment charges	17 907	14 188
Expected credit loss impairment charges	(63)	(621)
Operating income	17 844	13 567
Operating costs	(9 282)	(8 457)
Operating profit before goodwill and acquired intangibles	8 562	5 110
Impairment of goodwill	(39)	(7)
Amortisation of acquired intangibles	(51)	(51)
Impairment of associates and joint venture holdings	-	(348)
Operating profit	8 472	4 704
Implementation costs on distribution of investment to shareholders	(28)	-
Profit before taxation	8 444	4 704
Taxation on operating profit before acquired intangibles	(2 140)	(1 050)
Taxation on acquired intangibles	15	14
Profit after taxation	6 319	3 668
(Profit)/loss attributable to other non-controlling interests	(812)	2
Loss attributable to non-controlling interests relating to impairments in associates	-	189
Earnings attributable to shareholders	5 507	3 859
Earnings attributable to ordinary shareholders	5030	3 443
Earnings attributable to perpetual preferred securities and other Additional Tier 1 securities	477	416

Investec Limited: balance sheet

R'million	31 March 2022	31 March 2021
Assets		
Cash and balances at central banks	11 893	9 653
Loans and advances to banks	21 014	25 723
Non-sovereign and non-bank cash placements	13 176	8 956
Reverse repurchase agreements and cash collateral on securities borrowed	60 827	30 756
Sovereign debt securities	57 380	53 009
Bank debt securities	27 958	21 862
Other debt securities	15 417	14 148
Derivative financial instruments	17 778	19 186
Securities arising from trading activities	10 005	15 202
Investment portfolio	15 509	15 131
Loans and advances to customers	291 183	279 131
Own originated loans and advances to customers securitised	7 228	8 184
Other loans and advances	108	181
Other securitised assets	592	578
Interests in associated undertakings and joint venture holdings	5 480	5 215
Current taxation assets	4	44
Deferred taxation assets	2 866	2 767
Other assets	18 512	16 324
Property and equipment	3 469	2 942
Investment properties	15 783	16 942
Goodwill	173	212
Software	46	95
Other acquired intangible assets	64	118
Non-current assets classified as held for sale	1 524	1 054
Sub-total	597 989	547 413
Other financial instruments at fair value through profit or loss in respect of liabilities to customers	1 145	1 067
Total assets	599 134	548 480

Investec Limited: balance sheet (cont.)

R'million	31 March 2022	31 March 2021
Liabilities		
Deposits by banks	22 236	22 052
Derivative financial instruments	32 265	26 154
Other trading liabilities	4 475	5 643
Repurchase agreements and cash collateral on securities lent	13 941	17 598
Customer accounts (deposits)	419 948	374 228
Debt securities in issue	7 607	6 493
Liabilities arising on securitisation of own originated loans and advances	4 585	3 271
Current taxation liabilities	753	854
Deferred taxation liabilities	714	743
Other liabilities	18 214	15 304
	524 738	472 340
Liabilities to customers under investment contracts	1 086	1 014
Insurance liabilities, including unit-linked liabilities	59	53
	525 883	473 407
Subordinated liabilities	10 722	14 445
Total liabilities	536 605	487 852
Equity		
Ordinary share capital	1	1
Ordinary share premium	6 076	6 112
Treasury shares	(3 507)	(3 020)
Other reserves	2 489	2 543
Retained income	41 173	38 656
Ordinary shareholders' equity	46 232	44 292
Perpetual preference shares in issue	2 886	3 039
Shareholders' equity excluding non-controlling interests	49 118	47 331
Other Additional Tier 1 securities in issue	3 110	1 733
Non-controlling interests	10 301	11 564
– Perpetual preferred securities issued by subsidiaries	-	1 481
– Non-controlling interests in partially held subsidiaries	10 301	10 083
Total equity	62 529	60 628
Total liabilities and equity	599 134	548 480

Investec Limited: asset quality

R'million	31 March 2022	31 March 2021
Gross core loans	301 106	290 044
Of which subject to ECL*	299 576	288 468
Of which FVPL (excluding fixed rate loans)	1 530	1 576
Gross core loans to customers subject to ECL	299 576	288 468
Stage 1	276 362	266 061
Stage 2	17 589	14 969
of which past due greater than 30 days	328	272
Stage 3	5 625	7 438
ECL	(2 695)	(2 729)
Stage 1	(869)	(985)
Stage 2	(620)	(416)
Stage 3	(1 206)	(1 328)
Coverage ratio		
Stage 1	0.31%	0.37%
Stage 2	3.5%	2.8%
Stage 3	21.4%	17.9%
Credit loss ratio	0.00%	0.18%
ECL impairment charges on core loans	(6)	(520)
Average gross core loans subject to ECL	294 022	289 161
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECLs	4 419	6 110
Aggregate collateral and other credit enhancements on Stage 3	5 734	8 253
Stage 3 as a % of gross core loans subject to ECL	1.9%	2.6%
Total ECL as a % of Stage 3 exposure	47.9%	36.7%
Stage 3 net of ECL as a % of net core loans subject to ECL	1.5%	2.1%

Investec Limited: capital structure and capital adequacy

	Increased AIRB Scope*		FIRB
	31 March 2022^	31 March 2021^	31 March 2021^
Common Equity Tier 1	14.0%	12.8%	12.2%
Common Equity Tier 1 (fully loaded)^	14.0%	12.8%	12.2%
Tier 1 ratio	15.0%	13.4%	12.8%
Total capital ratio	17.5%	16.6%	16.0%
Leverage ratio **	7.4%	7.6%	7.6%
Leverage ratio ** (fully loaded)^	7.4%	7.5%	7.5%

Investec Limited: capital structure and capital adequacy (cont.)

	Increased AIRB Scope*	FIRB	
R'million	31 March 2022^	31 March 2021^	31 March 2021^
Shareholder's equity	46 232	44 292	44 292
Shareholders' equity excluding non-controlling interests	49 118	47 331	47 331
Perpetual preference share capital and share premium	(2 886)	(3 039)	(3 039)
Non-controlling interests	-	-	-
Non-controlling interests per balance sheet	10 301	10 083	10 083
Non-controlling interests excluded for regulatory purposes	(10 301)	(10 083)	(10 083)
Regulatory adjustments to the accounting basis	1 348	1 308	1 308
Additional value adjustments	(261)	(219)	(219)
Gains or losses on liabilities at fair value resulting from changes in our credit standing	(12)	(12)	(12)
Cash flow hedging reserve	1 621	1 539	1 539
Deductions	(2 790)	(2 539)	(2 665)
Goodwill and intangible assets net of deferred tax	(283)	(425)	(425)
Investment in financial entity	(871)	(737)	(749)
Shortfall of eligible provisions compared to expected loss	(170)	(239)	(346)
Investment in capital of financial entities above 10% threshold	(1 291)	(983)	(990)
Other regulatory adjustments	(175)	(155)	(155)
Common equity tier 1 capital	44 790	43 061	42 935
Additional Tier 1 capital	3 064	2 131	2 142
Additional tier 1 instruments	5 996	6 253	6 253
Phase out of non-qualifying additional tier 1 instruments	(2 886)	(4 048)	(4 048)
Non-qualifying surplus capital attributable to non-controlling interest	(46)	(74)	(63)
Tier 1 capital	47 854	45 192	45 077
Tier 2 capital	8 091	10 559	10 956
Collective impairment allowances	425	435	435
Tier 2 instruments	10 722	14 445	14 445
Non-qualifying surplus capital attributable to non-controlling interests	(2 435)	(3 779)	(3 378)
Investment in capital of financial entities above 10% threshold	(621)	(542)	(546)
Total regulatory capital	55 945	55 751	56 033
Risk-weighted assets	319 048	336 629	351 125

*Investec Limited received approval to adopt the Advanced Internal Ratings Based (AIRB) approach for the SME and Corporate models, effective 1 April 2021. We presented numbers on a pro-forma basis for 31 March 2021.

^Investec Limited's capital information includes unappropriated profits. If unappropriated profits are excluded from capital information, Investec Limited's CET 1 ratio would be 134bps lower (31 March 2021: 39bps lower).