OUT OF THE ORDINARY

Investec Bank Limited

Investor generic presentation

November 2023

The information in this presentation relates to the interim period ended 30 September 2023, unless otherwise indicated.

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Investec Group at a glance

01

Investec Dual Listed Company structure

Non-Southern African operations

Investec plc

LSE primary listing
JSE secondary listing
A2X secondary listing

Sharing Agreement

Southern African operations

Investec Ltd

JSE primary listing
NSX secondary listing
BSE secondary listing
A2X secondary listing

Investec Bank plc

41.25% economic interest

Rathbones Group Plc

Investec Bank Ltd

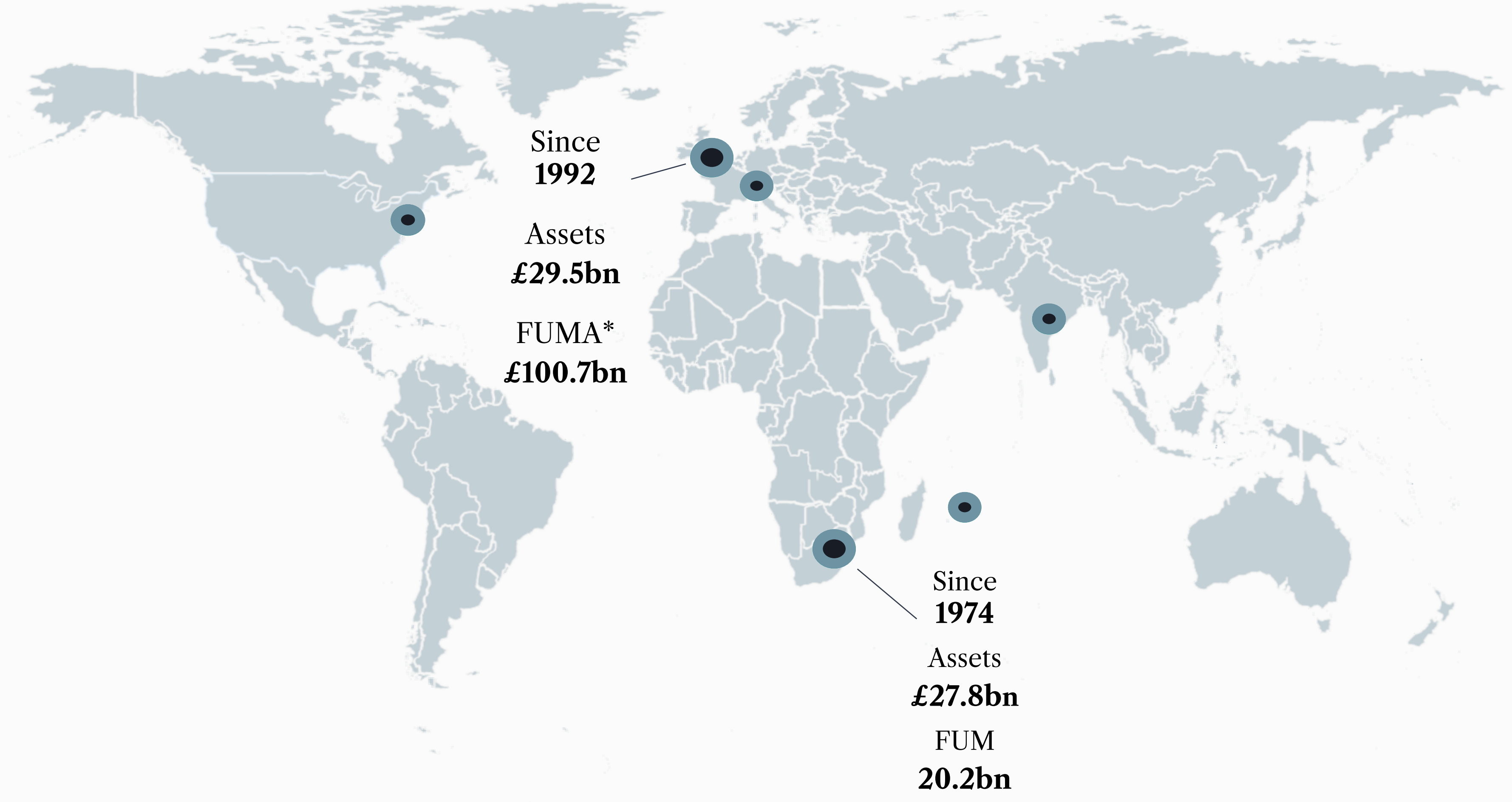
Investec Wealth & Investment SA Group

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

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

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 7 400+ people
- Listed on the JSE and LSE (a FTSE 250 company)
- Total assets of **£57.3bn**; total equity of **£5.2bn**; and total funds under management of **£20.2bn** in Southern Africa

*Rathbones Group Plc, of which Investec owns a 41.25% economic interest, has funds under management and administration (FUMA) of £100.7bn

One Investec

Our purpose is to create enduring worth.

Our values*
Deep client relationships, 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 evolving 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

* We have recently realigned our values through extensive consultation and dialogue, across the organisation, with all business areas and geographies, ensuring that they reflect our steadfast beliefs and our aspirations. The processes has been bottom up and top down and then aggregated the wisdom of the organisation to reflect the depth of our thinking and the way we conduct ourselves

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 - returning excess capital to shareholders
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. Rightsized the cost structure of the business

Fuelling a robust growth agenda

Growth Objectives

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

Underpinned by

- Deepening our **entrepreneurial culture** (Out of the Ordinary)
- Continuous **digitalisation**
- **Strategic** use of **data**

SA sustainability highlights

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

PROGRESS MADE ON OUR IMPACT SDGs

Net-zero commitments

13 CLIMATE ACTION

Commitment to have **zero coal exposures** in our loan book by **31 March 2030**	Completed a **pro-climate assessment** to identify improvement areas towards out net-zero goals	**Thermal coal** as a % of loans and advances is 0.08% (Mar 23: 0.10%)	**Fossil fuels** (as a % of loans and advances is 1.41% (Mar 23: 1.19%)

Equality commitments

10 REDUCED INEQUALITIES

75% ethnic diversity and **25% women** on on the Investec Bank Limited Board	**R454mn procurement** from black women-owned suppliers in SA	**4th** in the 2022 Universum employer of choice survey by professionals in South Africa

Highlights

Specialist Banking

Ranked 7th	In the **Sustainable Banking Revenues Ranking** in the Corporate Knights The Banker survey, 2022 (out of an initial pool of 91 banks)
Sustainable finance project	Implemented a project to **calculate the amount of our sustainable finance lending and investments** and understand the impact on our priority SDGs
0.08%	**Thermal coal exposure (R282mn)** as a percentage of gross core loans (Mar-23: 0.10%)

Investec Limited committed to zero thermal coal exposure in our loan book by 31 March 2030

Wealth & Investment

Climate Action 100+	Signatory to Climate **Action 100+**
R2.82bn	Raised through the launch of two managed charity portfolios in South Africa
Ranked 1st	**Best Private Bank and Wealth Manager** in Africa for philanthropy services, 2022 (Financial Times)

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

Focused on doing well and doing good – SA

Other highlights

Specialist banking

- Partnered with Proparco to implement the **Transforming Financial Systems for Climate (TFSC) programme** in South Africa. The programme comprises a senior credit facility of $80mn and a technical assistance programme
- Partnered with Pick n Pay in its first **sustainability-linked loan syndication**. The facility includes a commitment to tackle food waste and reduce greenhouse gas emissions through the use of natural refrigerants
- Assisted Curro in incorporating a **sustainability overlay** into its term debt funding.The overlay will take the form of key performance indicators, including bachelor degree pass rate, employee diversity among educators, and water usage on campuses
- Investec Limited's Sustainable Solutions business within the Private Bank has rolled out a bespoke offering to support private banking and structured property finance clients in their transition to more reliable, cost-effective and sustainable energy and water solutions.

Wealth & Investment

- Continued advancement in ESG integration work with added emphasis on reinforcing our global stewardship capabilities
- Three key staff from Investec Investment Management attended the **UN PRI conference** in Japan in October 2023
- Enrolled staff members in the **CFA UK Certificate in Impact Investing** pilot course
- Remain active members of **Climate Action 100+**
- **R2.8bn** raised through the launch of two managed charity portfolios in South Africa.

Investec Bank Limited (IBL) overview

02

Overview of Investec Bank Limited

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

Total assets	Net core loans	Total equity	Customer deposits	Employees
R625.8bn	R336.1bn	R47.9bn	R460.4bn	4 000+

Key highlights

Well established franchise

- **Established in 1974** in the Republic of South Africa
- Regulated by the South African Prudential Authority
- Obtained a banking licence in 1980 and listed on the Johannesburg Stock Exchange in 1986
- Since inception, we have expanded through a combination of substantial organic growth and a series of strategic acquisitions
- Today, efficient integrated business platform employing **4 000+*** permanent employees
- **5th largest banking group** in South Africa (by assets)
- **Leading position** in corporate and institutional and private client banking activities.

* Excluding temporary employees and contractors

Key strategic objectives

- Our **long-term strategic focus:**
  - We are committed to delivering exceptional service to our clients, creating long-term value for our shareholders and contributing meaningfully to our people, communities and the planet
  - All relevant Investec resources and services are on offer in every single client transaction
  - Sustain our distinctive, out of the ordinary culture, entrepreneurial spirit and freedom to operate, with the discipline and obligation to do things properly for the whole of Investec
- In the short term, our objective is to **simplify, focus and grow** the business with **discipline**.

Specialist Banking

We have a specialised niche offering to a select target market

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

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

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

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

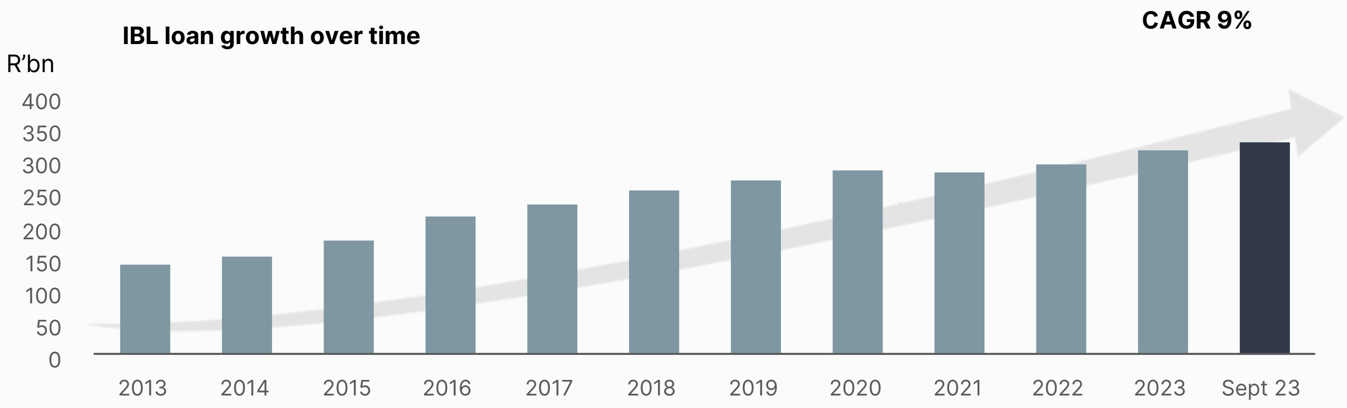
- **Maintaining cost efficiency** with low cost to income ratios

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

Specialist Banking

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

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



Specialist Banking: Private Banking

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

Ambition

- To be a leading domestic and international Private Bank

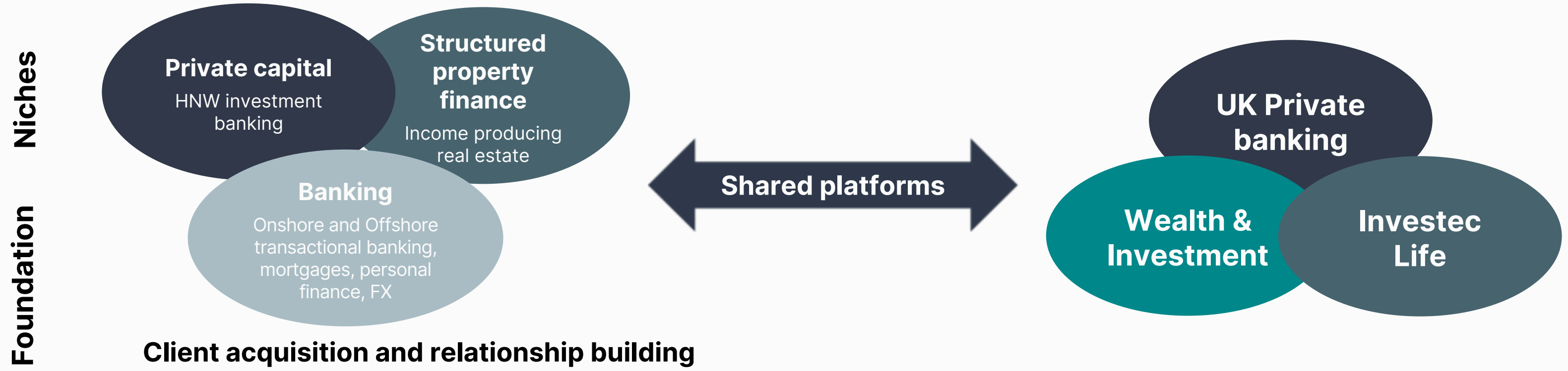
Clear target market

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

Value proposition

- Bank, borrow, save and invest in One Place

Business model



Client acquisition and relationship building

c.103,000 clients

Offering

Lend	**Transact**	**Save**	**Protect**	**Invest**

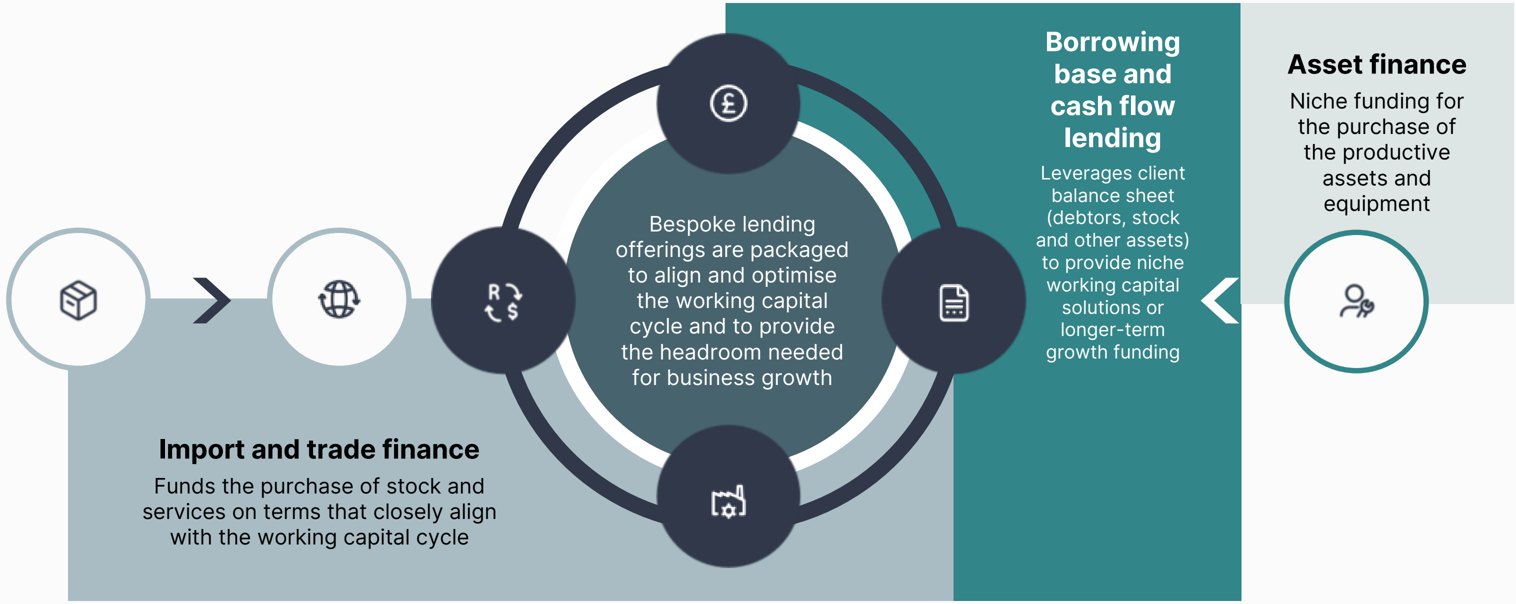
Channels

Banker	**Digital**	**Telephone (GCSC*)**

Client numbers as of 30 September 2023.
* Global client service centre.

Specialist Banking: Investec for Business

Bespoke lending offerings for working capital optimisation and business growth

Ambition	• Develop an integrated niche offering to our target clients
Clear target market	• Smaller and mid-tier corporates
Value proposition	• Combining bespoke lending with Investec's other transactional, advisory and investment offerings • High-touch and high-tech tailored offering that affords simplicity to clients
Business model	

Specialist Banking: Corporate and Institutional Banking

Strong franchise value and leading market position in our niche markets

Ambition

- To be a top tier corporate and institutional bank

Clear target market

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

Value proposition

- Diversified client-centric offering
- Sustainable growth driven through collaboration between business units

Service offering

Global Markets

- Well-established, award-winning franchises across:
  - Trading (FICC, Equities, ECM and DCM)
  - Investment products
  - Treasury solutions and sales
  - Credit investments
- Built sustainably through organic growth and diversification into new markets

Specialised Lending

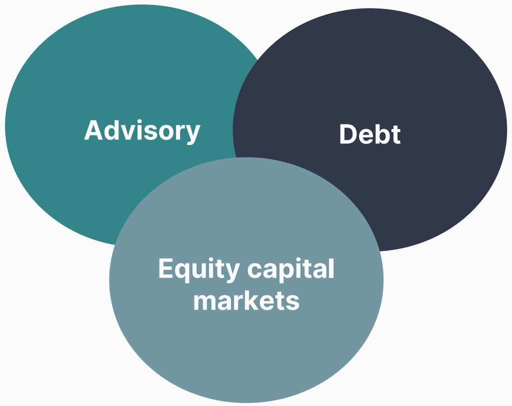
- Tailored offering and deep relationships with our target markets – large to mid-tier corporates and private equity funds
- Differentiated through deep sector expertise and international reach
  - Leveraged finance
  - Technology Asset Finance
  - Power and infrastructure finance
  - Fund finance
  - Aviation finance
  - Export and agency finance
  - Institutional trade finance
- Award-winning specialist franchises by innovating alongside our clients

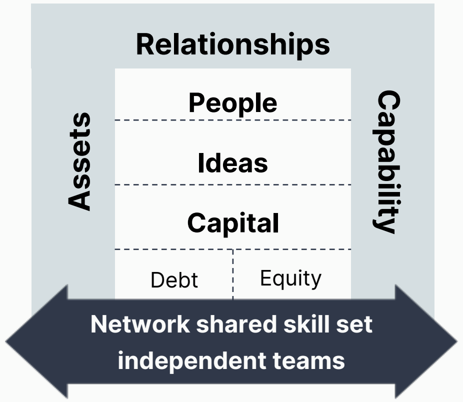
Specialist Banking: Investment Banking and Principal Investments

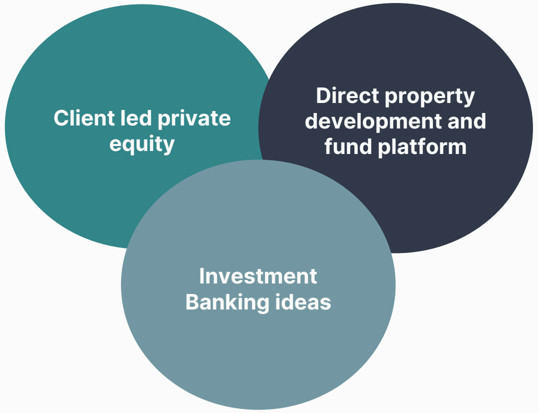
Delivering holistic investment solutions to clients

	Investment banking	Principal investment activities
Ambition	• To be the leading investment bank with an international footprint	• Using our collective skill set to optimise capital allocation in principal investments and generate a high IRR on these investments
Clear target market	• Corporates	• Corporates and institutions, property partners
Our value proposition	• To leverage our capabilities, relationships and capital to deliver holistic solutions to our clients	• Focus on co-investment alongside clients to fund investment opportunities or leverage third party capital into funds that are relevant to our client base

Business model and offering







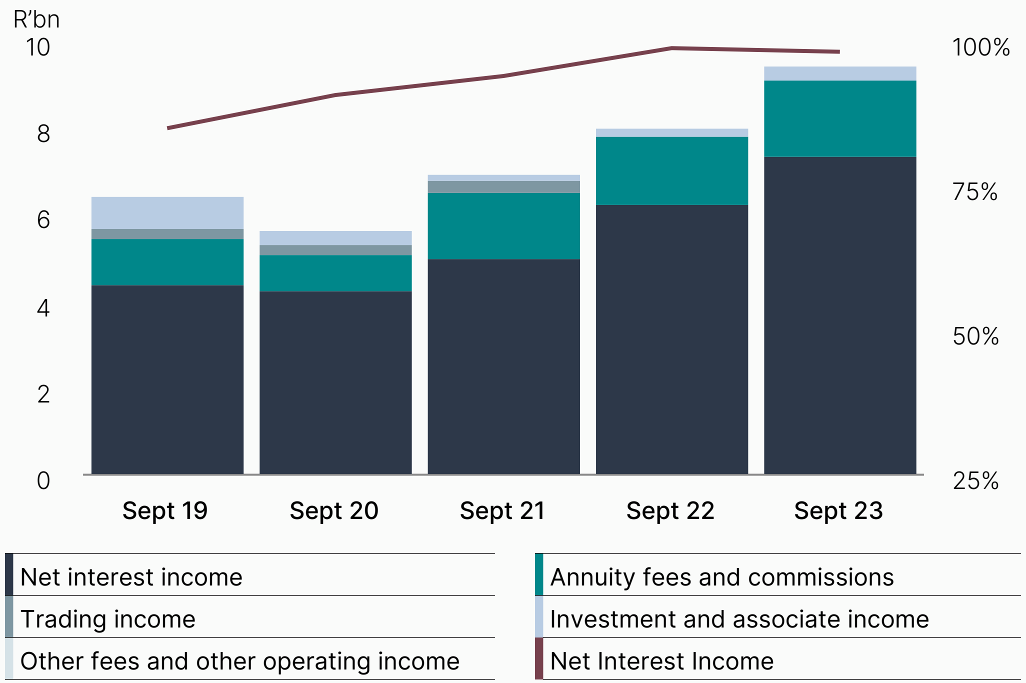
International access	SA	UK	India		
Channels	Investment banking origination	Coverage	Private Bank	CIB	Wealth & Investment

IBL operating fundamentals

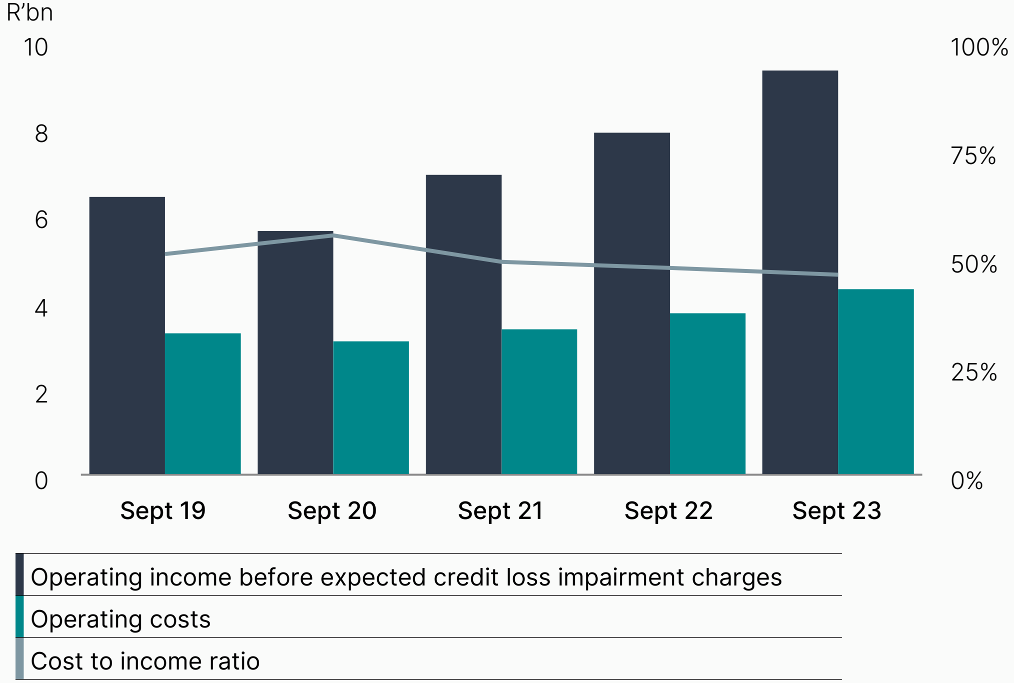
03

Revenue supported by resilient franchises

Revenue mix



Revenue versus expenses

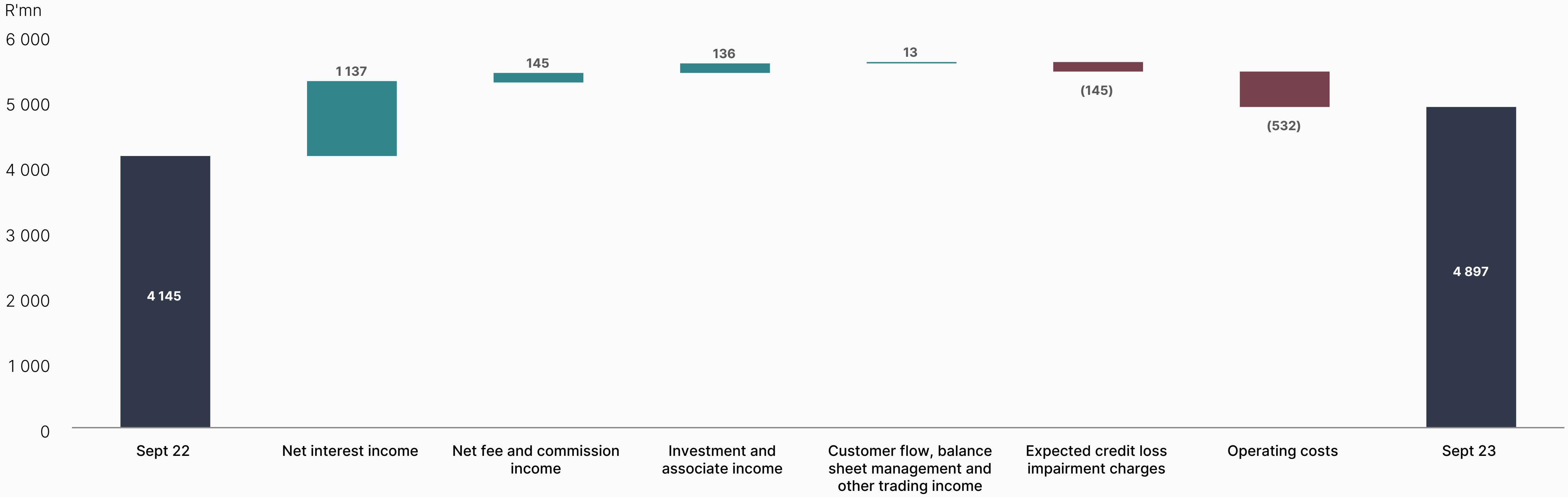


- A diversified business model continues to support a **large recurring income base** comprising net interest income and net annuity fees and commissions, currently 98.0% of operating income (up from 85% in 2019)
- **Total operating income before expected credit loss impairment charges** increased 18.0% to R9 365 million (1H2023: R7 936 million), positively impacted by higher average interest earning assets, rising interest rates, increased client activity and ongoing client acquisition in line with our growth strategy
- We maintained a **disciplined approach to cost control. Operating costs** increased 14.1% to R4 301 million (1H2023: R3 769 million) driven by higher personnel costs due to annual salary increases and higher variable remuneration given improved performance. The cost to income ratio for the six months period ended 30 September 2023 improved to 45.9% (1H2023: 47.5%).

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

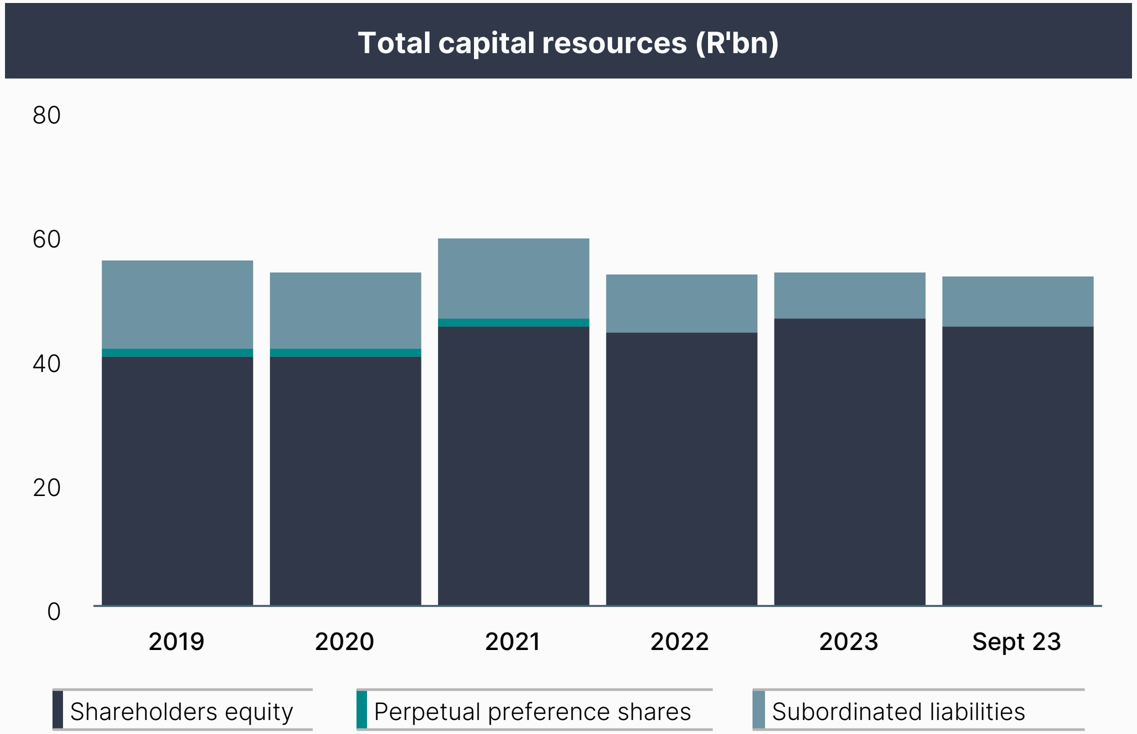
Operating Profit

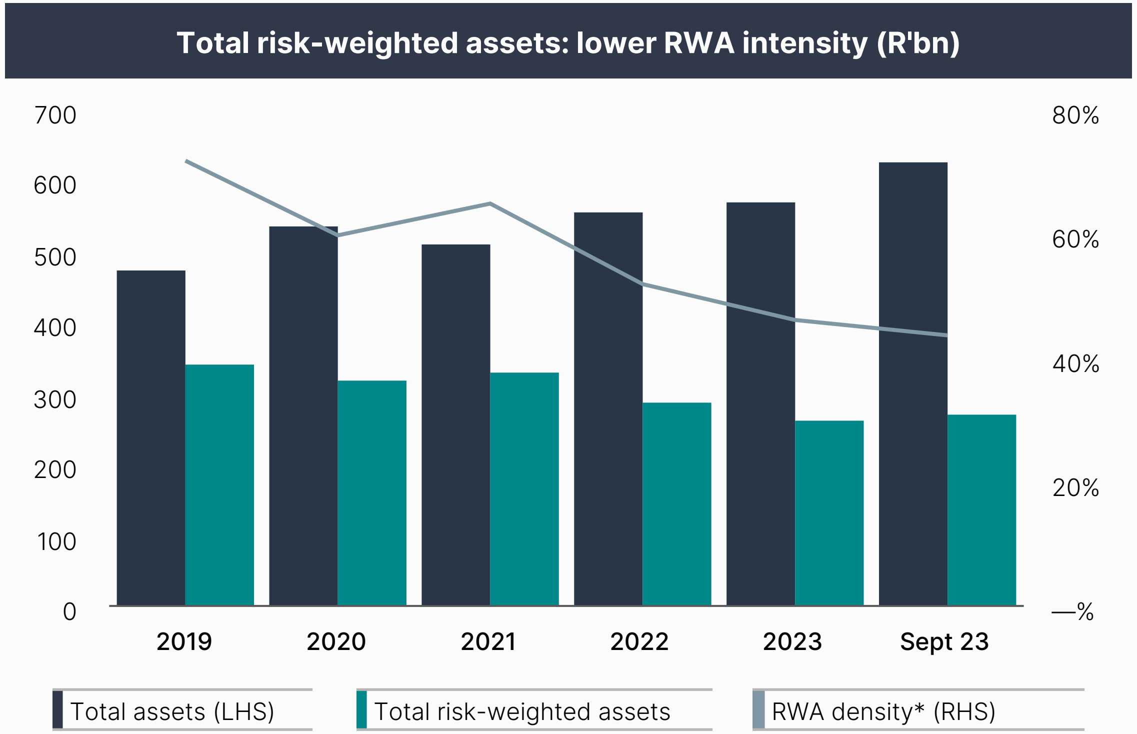
- IBL reported an increase in profit before tax of 18.6%. Our client engagement has been proactive, resulting in good client acquisition across both private and corporate clients in the period under review. Profits increased primarily due to:
  - Higher net interest income driven by higher average interest earning assets and higher interest rates
  - Higher net fees increased reflecting higher utilisation of trade finance facilities and increased activity in corporate and institutional banking. Higher fees from increased point of sales and account fees were more than offset by the increase in the associated costs and lower lending
  - Higher investment income and associate income largely as a result improved realised income and dividend income
  - Lower trading losses as the higher trading income from balance sheet activities offset lower deal activity from customer flow trading.



* Mark-to-market

Sound capital base





- Capital resources have been largely unchanged since FY2023
- Our total **capital resources have grown by 48% since 2013 to R53 112mn** at 30 September 2023 (CAGR of 3.8% per year) without recourse to government or shareholder.

- IBL's **RWA density** decreased to 43.4% (31 March 2023: 45.9%)
- Investec Limited adopts the Internal Rating Based (IRB) Approach for quantification of credit RWA. As at 30 September 2023 credit RWA is quantified using AIRB approach (50%) and FIRB approach (28%), with the balance of the portfolio on the Standardised approach (22%).

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

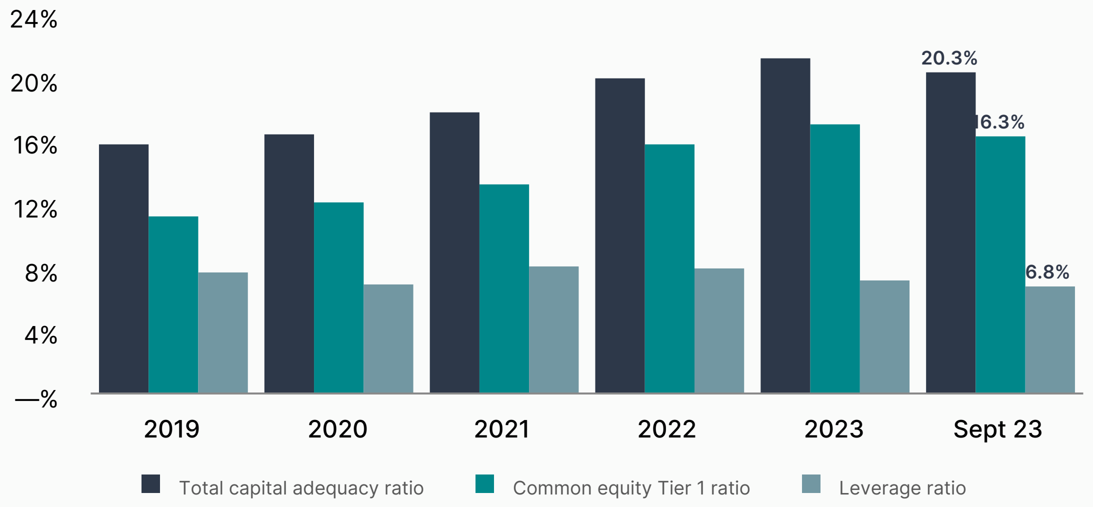
Strong capital ratios

Capital development

	AIRB Scope *	
	30 Sept 2023	31 March 2023^
Common equity Tier 1	16.3%	15.8%
Tier 1 ratio	17.3%	16.6%
Total capital ratio	20.3%	20.0%
Leverage ratio **	6.8%	7.9%

* Investec Limited adopts the Internal Rating Based (IRB) Approach for quantification of credit RWA, as at 30 September 2023 credit RWA is quantified using AIRB approach (50%) and FIRB approach (28%), with the balance of the portfolio on the Standardised approach (22%).
** The leverage ratios are calculated on an end-quarter basis.
^ Investec Bank Limited's capital information included unappropriated profits at 30 September 2023. If unappropriated profits had been excluded from capital information, Investec Bank Limited's CET 1 ratio would be 70bps lower (March 2023: 164bps lower).

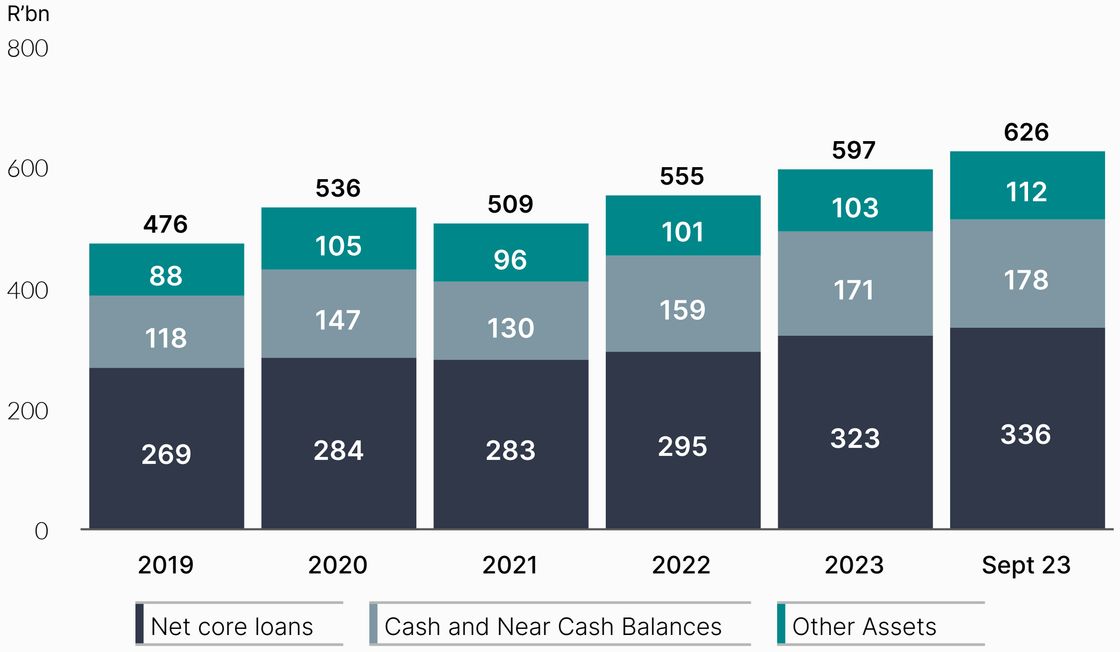
Basel capital ratios#



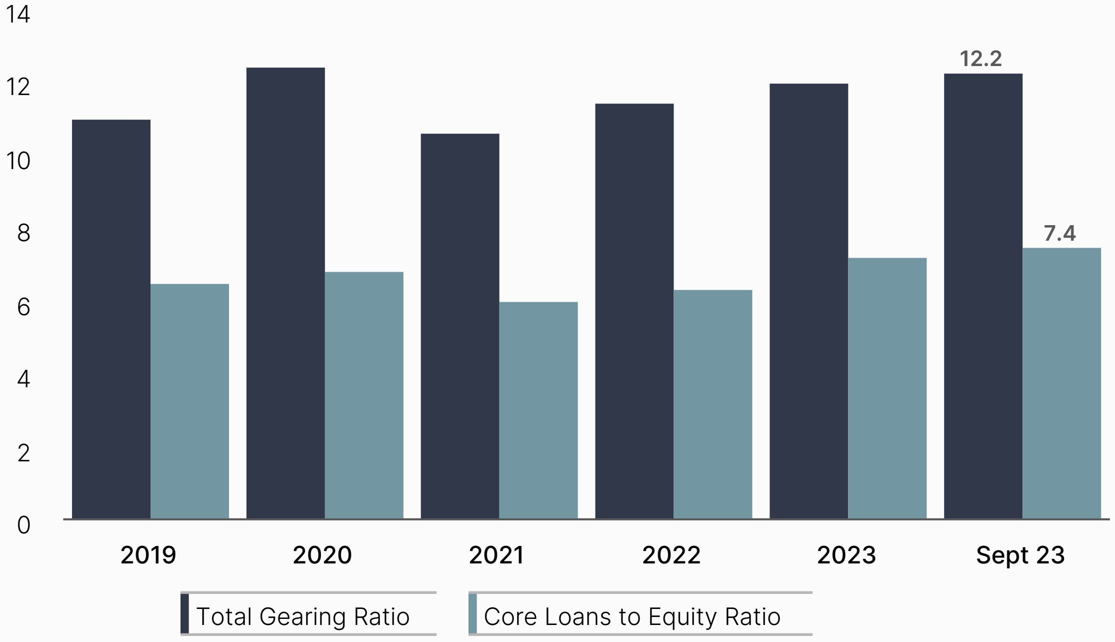
- FY2023 and FY2022 shown on increased AIRB Scope, all prior years on FIRB
- IBL maintained a sound capital position with a CET1 ratio of 16.3% and a total capital adequacy ratio of 20.3%
- Leverage ratios remain robust.

Consistent asset growth, gearing ratios remain low

Total assets composition



Gearing remains low[1]



- We have reported a **CAGR of c.9% in net core loans** since 2013 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**

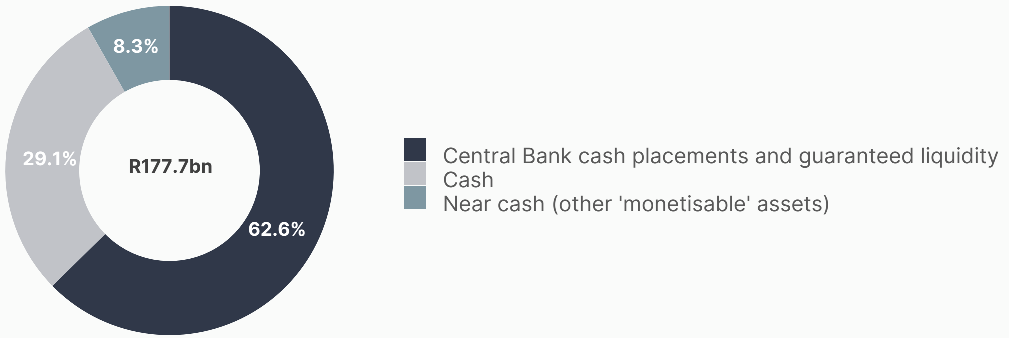
- We have **maintained low gearing ratios[1]** with total gearing at 12.2x as at 30 September 2023 and an average of 11.2 since 2013.

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

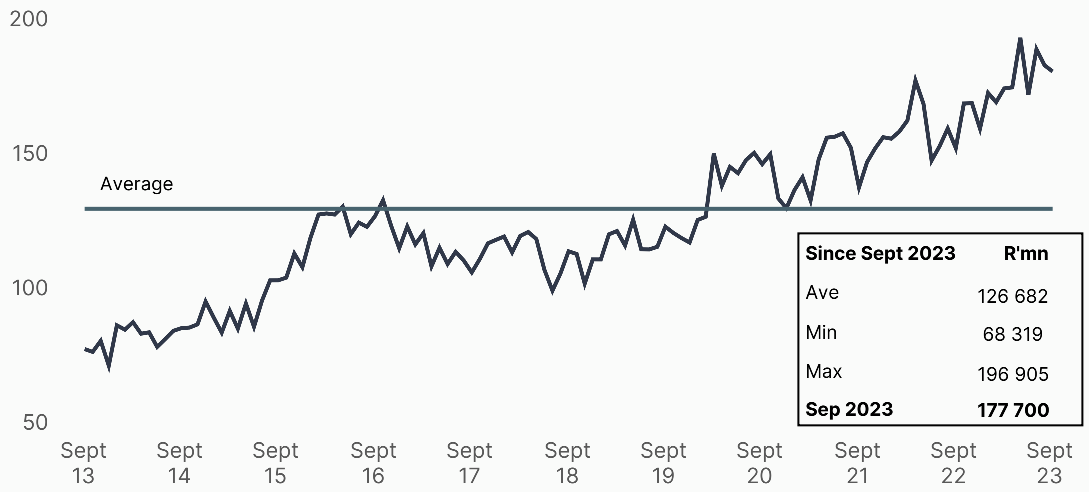
Substantial surplus liquidity

- We maintain a high level of readily available, high quality liquid assets, targeting a minimum cash to customer deposit ratio of 25%. Cash and near cash balances have increased significantly since 30 Sept 2013 (9% CAGR) to R177.7bn at 30 September 2023 (representing 38.6% of customer deposits)
- We delivered liquidity ratios well in excess of regulatory requirements. At 30 September 2023, IBL's (bank solo) three-month average Liquidity Coverage Ratio (LCR) was 182.9%
- IBL's (bank solo) Net Stable Funding Ratio (NSFR) was 113.4% (ahead of minimum requirements of 100%)

Cash and near cash balances

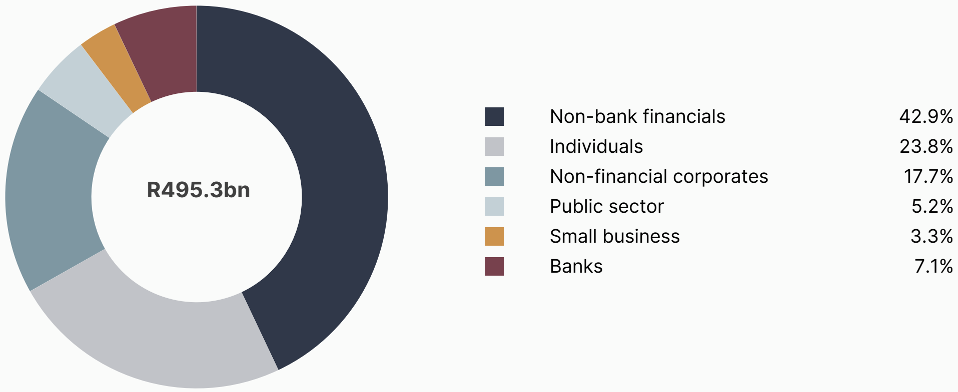


Cash and near cash balances



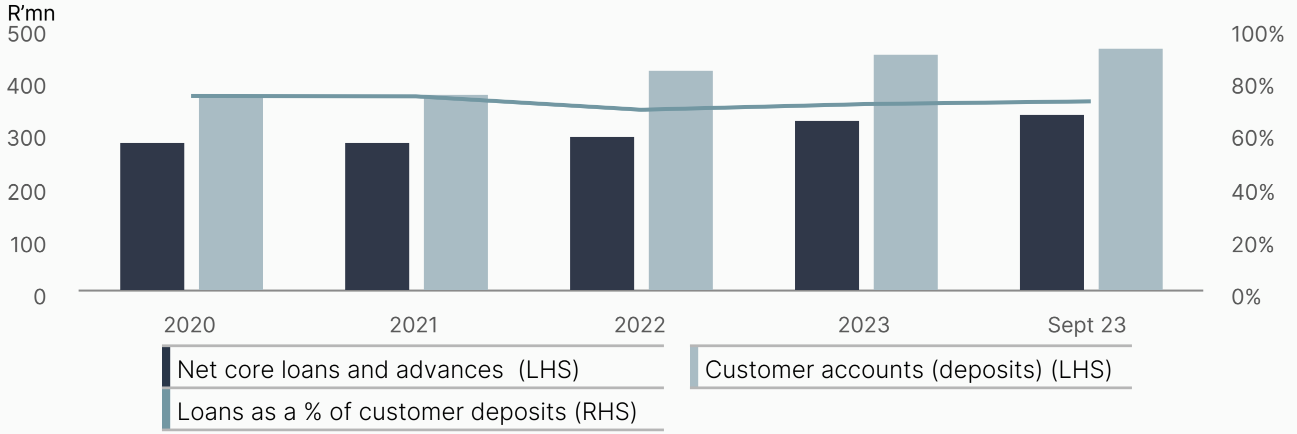
Since Sept 2023	R'mn
Ave	126 682
Min	68 319
Max	196 905
Sep 2023	**177 700**

Depositor concentration by type at 30 September 2023

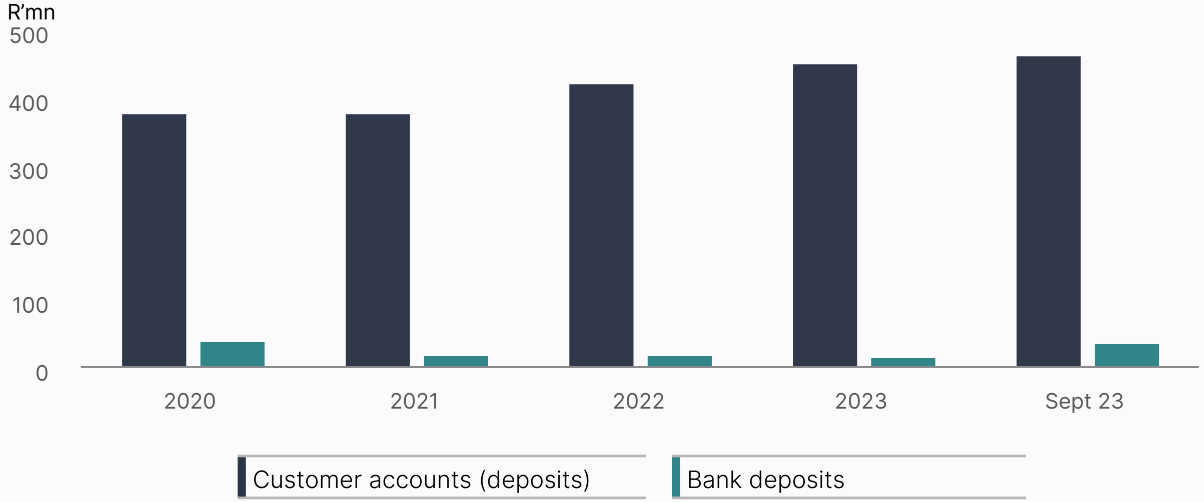


Healthy loan to deposit ratio, stable customer deposit base

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



Total deposits: stable customer deposit base



- Customer deposits **have grown by 148.4% (c.9.1% CAGR p.a.) since 2013 to R460.4bn** at 30 September 2023
- Loans and advances as a percentage of customer deposits **amounts to 71.6%**

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

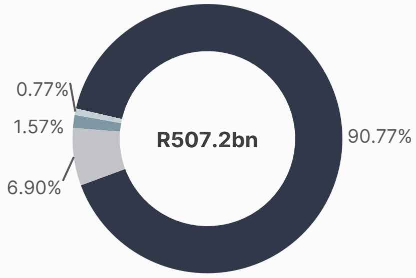
Diversified funding strategy

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

Conservative and prudent funding strategy

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 wholesale 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	30 September 2023
Customer deposits	460 358
Deposits by banks	34 973
Subordinated liabilities	7 953
Securitisation liabilities	3 911
Total	**507 196**

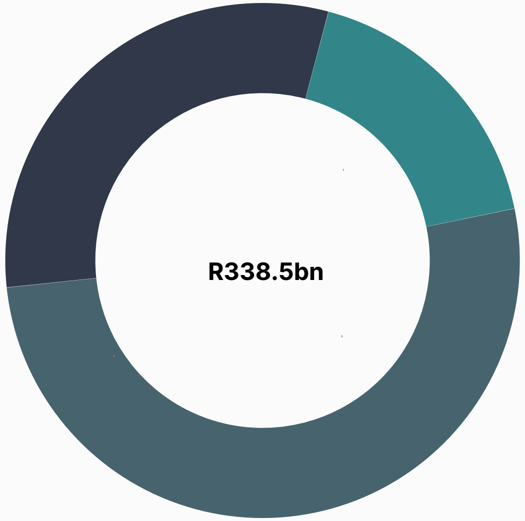
- **Customer deposits account for 90.8% of selected funding sources** as at 30 September 2023
- Customer deposits are supplemented by deposits from banks (6.90%), subordinated debt (1.6%) and securitisation liabilities (0.8%)
- We do not place **reliance on any single deposit channel,** nor do we overly rely on interbank funding
- **Core loans are funded from customer deposits** and interbank (dollar) funding supplements cash and near cash balances

Exposures in a select target market

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

Gross core loans* by risk category

Corporate and other lending	33%
Corporate and acquisition finance	24.5%
Fund Finance	3.5%
Power and infrastructure finance	1.7%
Aviation finance	1.3%
Financial institutions and governments	1.1%
Small ticket asset finance	0.6%

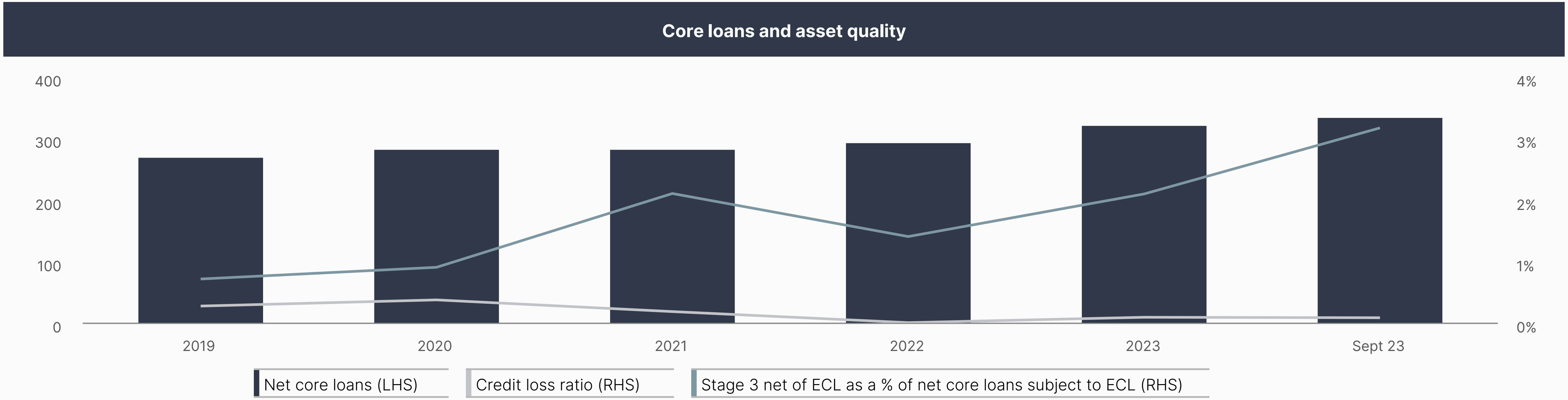


Lending collateralised by property	17%
Commercial real estate investment	14.7%
Commercial real estate development	0.7%
Commercial vacant land and planning	0.2%
Residential real estate investment	0.5%
Residential real estate development	1.1%
Residential vacant land and planning	0.3%

High net worth and other private clients	50%
HNW and private client - mortgages	27.5%
HNW and specialised lending	22.3%

* Gross core loans subject to ECL

Asset quality

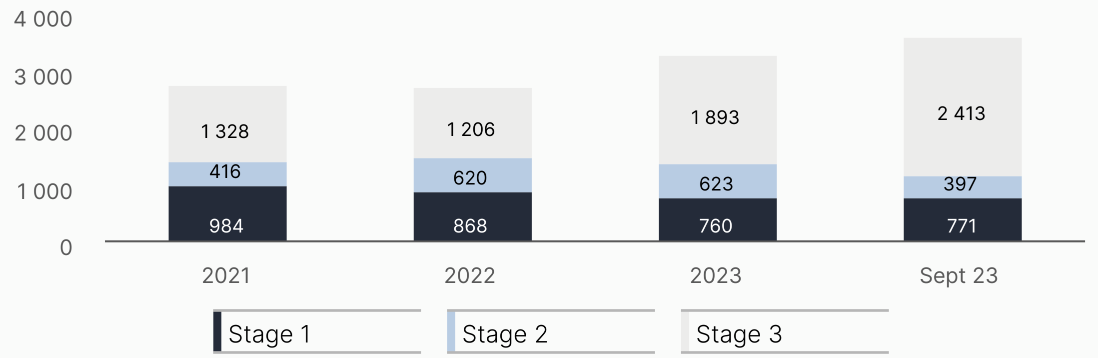


- Credit quality metrics on core loans and advances for the interim period ending 30 September 2023 are as follows:
- **Expected credit loss (ECL) impairment charges** increased to R167 million (1H2023: R22 million) resulting in a credit loss ratio (CLR) of 0.08% (1H2023: nil). The higher charge was primarily driven by the idiosyncratic stage 3 ECL charges on certain exposures.
- There has been a **decrease in Stage 2 to 2.9% of gross core loans subject to ECL** at 30 September 2023 (31 March 2023: 5.03%), mainly due to various corporate exposures which have improved as well as single name exposure migrating to Stage 3
- **Stage 3** exposures increased to 3.8% of gross core loans subject to ECL at 30 September 2023 (31 March 2023: 2.7%)

Asset quality metrics

Provision build

R'mn

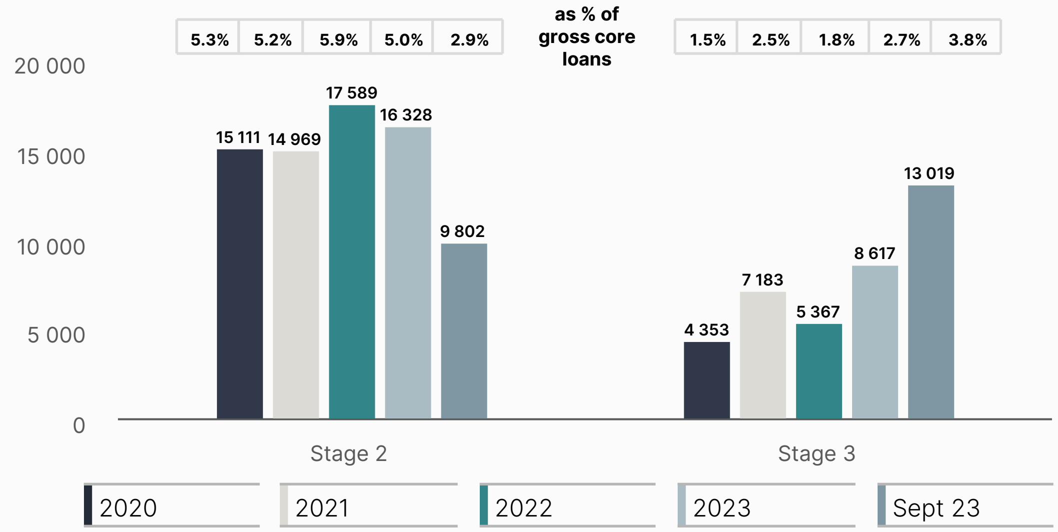


ECL coverage ratio	FY 2021	FY 2022	FY 2023	1H 2024
Stage 1	0.38%	0.32%	0.25%	0.24%
Stage 2	2.8%	3.5%	3.8%	4.1%
Stage 3	18.5%	22.5%	22.0%	18.5%

- **Stage 1** provisions increased 1.4% from R760mn at 31 March 2023 to R771mn at 30 September 2023. As a result, Stage 1 ECL coverage ratio decreased slightly from 0.25%to 0.24%
- **Stage 2** provisions decreased 36.3% from R620mn at 31 March 2023 to R397mn at 30 September 2023. Stage 2 ECL coverage ratio increased from 3.82% to 4.1%
- **Stage 3** provisions increased 27.5% from R1 893mn at 31 March 2023 to R2 413mn at 30 September 2023. Stage 3 ECL coverage ratio decreased from 21.97% to 18.5%.

Gross core loans by stage

R'mn



- **Stage 2** exposures decreased to 2.9% of gross core loans subject to ECL at 30 September 2023 (31 March 2023: 5.0%)
- **Stage 3** exposures increased to R13.0 billion or 3.8% of gross core loans subject to ECL at 30 September 2023 (2.7% at 31 March 2023) and is attributable to single name exposures migrating from Stage 2 and Stage 3.

Credit ratings

Current credit ratings

Moody's	Rating	Outlook
National scale long-term deposit rating	Aa1.za	Stable
National scale short-term deposit rating	P-1.za	
Global long-term deposit rating	Ba2	
Global short-term deposit rating	NP	
Baseline credit assessment (BCA) and adjusted BCA	ba2	
Fitch	**Rating**	**Outlook**
National long-term rating	AA+(zaf)	Stable
National short-term rating	F1+(zaf)	
Foreign currency long-term issuer default rating	BB-	
Foreign currency short-term issuer default rating	B	
Viability rating	bb-	
Global Credit Ratings	**Rating**	**Outlook**
National long-term rating	AA+(za)	Stable
National short-term rating	A1+(za)	
International long-term rating	BB	
S&P	**Rating**	**Outlook**
National scale long-term rating	za.AA	Positive
National scale short-term rating	za.A-1+	
Foreign currency long-term issuer credit rating	BB-	
Foreign currency short-term credit rating	B	

* Changes reflect downgrades of the sovereign of South Africa

Historical credit ratings

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

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

Peer analysis

04

Peer group companies

Long-Term Deposit Rating	S&P		Fitch			Moody's			Global Credit Ratings	
	Foreign currency*	National scale	Foreign currency*	National scale	Viability ratings	Global	National scale	Baseline credit assessment	International	National
Absa Bank Limited	n/a	za.AA	BB-	AA+(zaf)	bb-	Ba2	Aa1.za	ba2	BB	AA(za)
FirstRand Bank Limited	BB-	za.AA	BB-	AA+(zaf)	bb-	Ba2	Aa1.za	ba2	BB	AA+(za)
Nedbank Limited	BB-	za.AA	BB-	AA+(zaf)	bb-	Ba2	Aa1.za	ba2	BB	AA(za)
Standard Bank of South Africa Limited	n/a	n/a	BB-	AA+(zaf)	bb-	Ba2	Aa1.za	ba2	BB	AA+(za)
Investec Bank Limited	**BB-**	**za.AA**	**BB-**	**AA+(zaf)**	**bb-**	**Ba2**	**Aa1.za**	**ba2**	**BB**	**AA+(za)**

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

Rating definitions:

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

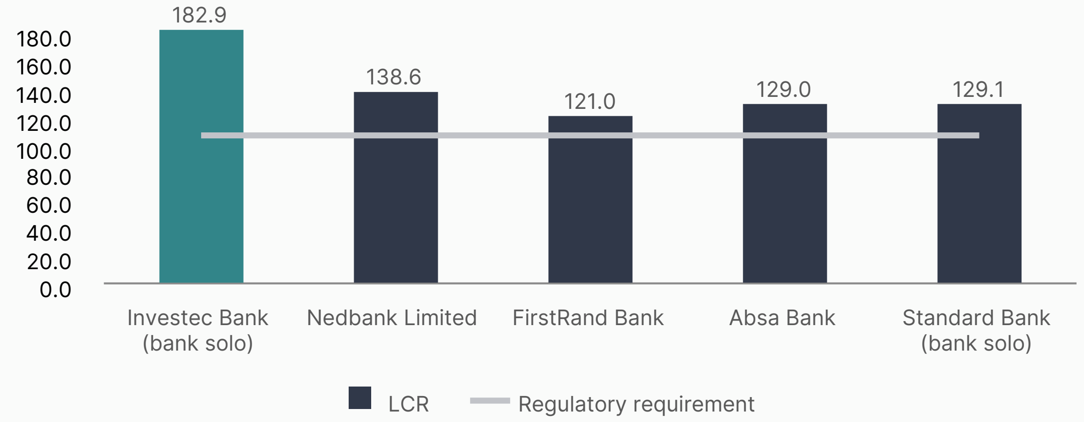
Comparative ratings have been sourced from the respective company websites and recent press releases as at 16 November 2023 and may be subject to changes for which we cannot be held accountable. It is advisable to discuss the ratings of the various companies with the companies themselves as this information merely reflects our interpretation thereof.

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

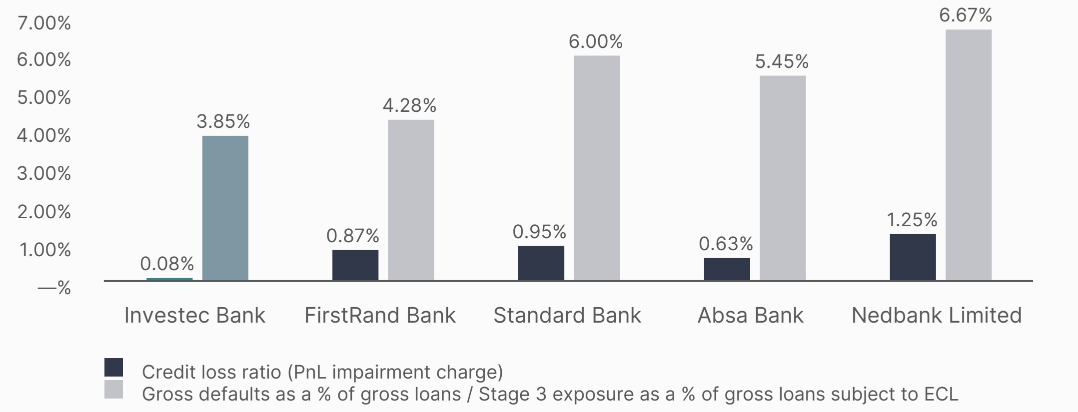
Peer group companies* (cont.)

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

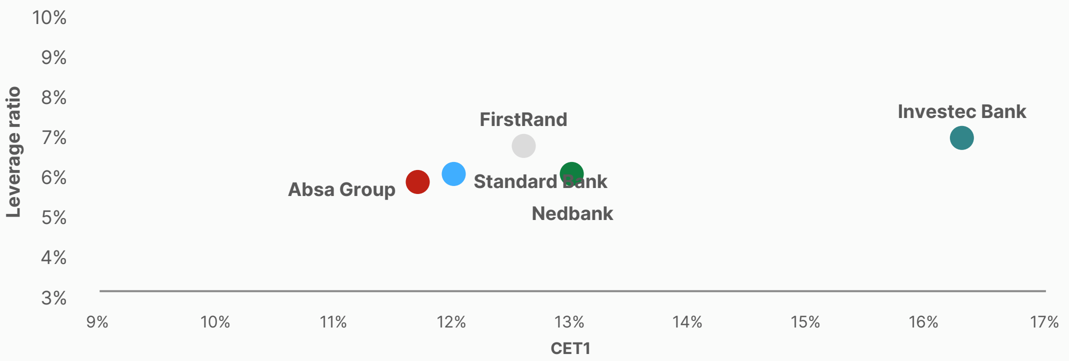
Liquidity: regulatory liquidity coverage ratio



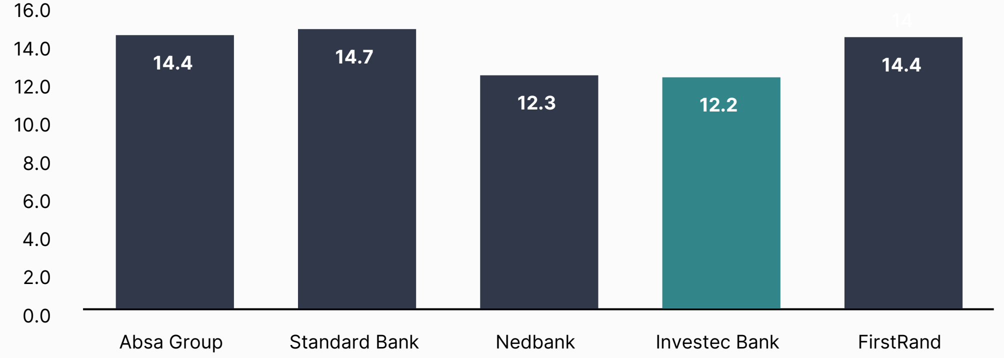
Asset quality ratios



Capital ratios



Gearing ratio



* Source: Latest company interim and annual results available September 2023. **LCR not disclosed on a bank solo level.

Peer group companies (cont.)

Definitions and/or explanations of certain ratios:

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

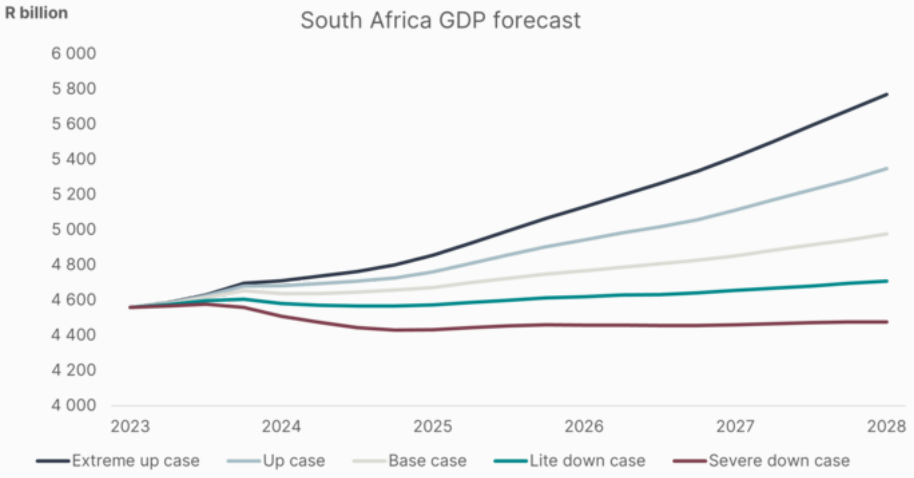
IBL Appendices

05

Macroeconomic scenarios – 30 September 2023

Key judgements at 30 September 2023

- The post-model management overlays previously held for anticipated migration risk in Private Bank have decreased as they are now catered for in-model. The remaining management overlay of R47 million as at 30 September 2023 accounts for emerging risks assessed as inadequately reflected in the forward-looking model for commercial real estate lending clients
- An improvement in the underlying performance of previously held stage 2 exposures, as well as realisation of risks in select counterparties, have additionally resulted in the partial release of the management ECL overlay. Stage 3 ECLs continue to be assessed using a combination of scenario analysis, informed by expert judgement and modelled ECL.
- Management will continue to review the need and basis of calculation for the overlay given the evolving situation and significant uncertainty faced with respect to the economic outlook.



South Africa		At 30 September 2023 average 2023– 2028					At 31 March 2023 average 2023 – 2028				
	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	3.9	2.5	1.4	0.3	(0.8)	4.2	2.8	1.5	0.4	(0.5)
	Repo rate	5.6	6.2	7.3	8.7	10.3	5.0	5.7	6.8	8.2	10.3
	Bond yield	9.3	10.0	10.7	11.6	12.5	9.2	9.7	10.3	11.4	12.5
	CPI Inflation	3.4	4.0	4.7	5.5	6.3	3.2	4.0	4.6	5.6	6.4
	Residential property price growth	5.6	4.7	3.6	2.5	1.4	5.8	4.8	3.7	2.6	1.5
	Commercial property price growth	3.8	2.1	1.0	(0.9)	(2.6)	3.5	2.0	0.9	(0.8)	(2.6)
	Exchange rates (South African Rand : US Dollar)	14.8	16.4	17.4	18.9	20.8	14.6	15.7	17.0	18.6	20.6
	Scenario weightings	**1**	**1**	**47**	**43**	**8**	**1**	**1**	**48**	**40**	**10**

IBL: salient financial features

Key financial statistics	30 Sept 2023	30 Sept 2022^	% change	31 March 2023^
Total operating income before expected credit loss impairment charges (R'million)	9 365	7 936	18.0%	16 908
Operating costs (R'million)	4 301	3 769	14.1%	7 980
Operating profit before goodwill and acquired intangibles (R'million)	4 897	4 145	18.1%	8 639
Headline earnings attributable to ordinary shareholders (R'million)	3 874	3 149	23.0%	6 537
Cost to income ratio	45.9%	47.5%		47.2%
Total capital resources (including subordinated liabilities) (R'million)	55 822	56 548	(1.3)%	54 526
Total equity (R'million)	47 869	48 886	(2.1)%	46 778
Total assets (R'million)	625 818	569 247	9.9%	597 226
Net core loans and advances (R'million)	336 074	315 026	6.7%	322 580
Customer accounts (deposits) (R'million)	460 358	434 688	5.9%	448 718
Loans and advances to customers as a % of customer accounts (deposits)	71.6%	71.2%		70.6%
Cash and near cash balances (R'million)	177 700	149 216	19.1%	171 400
Total gearing ratio (i.e. total assets excluding intergroup loans to equity)	12.2x	11.0x		12.0x
Total capital ratio	20.3%	19.5%		21.2%
Tier 1 ratio	17.3%	16.7%		18.2%
Common Equity Tier 1 ratio	16.3%	15.9%		17.1%
Leverage ratio	6.8%	7.8%		7.2%
Stage 3 as a % of gross core loans subject to ECL	3.8%	2.2%		2.7%
Stage 3 net of ECL as a % of net core loans subject to ECL	3.2%	1.7%		2.1%
Credit loss ratio	0.1%	0.0%		0.09%
Net Stable Funding Ratio % (NSFR)	113.4%	115.6%		116.4%
Liquidity Coverage Ratio % (LCR)	182.9%	157.7%		153.6%

^ Restated

IBL: income statement

R'million	Six months to 30 Sept 2023	Six months to 30 Sept 2022^	% change
Interest income	25 647	16 539	55.1%
Interest expense	(18 264)	(25 347)	(27.9)%
Net interest income	**7 383**	**6 246**	**18.2%**
Fee and commission income	2 192	1 971	11.2%
Fee and commission expense	(464)	(387)	19.8%
Investment income	324	195	66.1%
Share of post-taxation profit/(loss) of associates	3	(4)	(185.7)%
Trading (loss)/income arising from			
– customer flow	(133)	101	(231.6)%
– balance sheet management and other trading activities	60	(188)	(131.9)%
Other operating income	–	2	(92.1)%
Total operating income before expected credit loss impairment charges	**9 365**	**7 936**	**18.0%**
Expected credit loss impairment charges	(167)	(22)	644.2%
Operating income	**9 198**	**7 914**	**16.2%**
Operating costs	(4 301)	(3 769)	14.1%
Operating profit before goodwill and acquired intangibles	**4 897**	**4 145**	**18.1%**
Impairment of goodwill	–	–	
Amortisation of acquired intangibles	(13)	(26)	(50.0)%
Profit before taxation	**4 884**	**4 119**	**18.6%**
Taxation on operating profit before acquired intangibles	(849)	(861)	(1.4)%
Taxation on acquired intangibles	4	7	(48.1)%
Profit after taxation	**4 039**	**3 265**	**23.7%**
Profit after taxation attributable to ordinary shareholders	3 874	3 149	
Profit after taxation attributable to perpetual preference shareholders and Other Additional Tier 1 security holders	165	116	

^ Restated

IBL: balance sheet

R’million	30 Sept 2023	31 March 2023	30 Sept 2022
Assets			
Cash and balances at central banks	13 450	22 761	13 564
Loans and advances to banks	7 789	10 502	17 101
Non-sovereign and non-bank cash placements	9 113	9 705	8 566
Reverse repurchase agreements and cash collateral on securities borrowed	75 481	49 995	46 177
Sovereign debt securities	79 732	77 456	67 388
Bank debt securities	13 223	16 249	19 817
Other debt securities	10 155	12 002	13 863
Derivative financial instruments	15 874	16 449	12 913
Securities arising from trading activities	6 464	6 735	6 936
Investment portfolio	2 801	2 926	2 937
Loans and advances to customers	329 600	316 592	309 598
Own originated loans and advances to customers securitised	6 474	5 988	5 428
Other loans and advances	–	1	86
Other securitised assets	548	547	1 440
Interests in associated undertakings	20	33	33
Current taxation assets	1	1	–
Deferred taxation assets	1 366	1 573	1 908
Other assets	10 819	6 334	7 590
Property and equipment	3 181	3 306	3 359
Investment properties	–	–	1
Goodwill	171	171	172
Software	108	127	50
Other acquired intangible assets	–	13	39
Loans to Group companies	39 448	37 760	29 962
Non-current assets classified as held for sale	–	–	319
	625 816	**597 226**	**569 248**

IBL: balance sheet (cont.)

R'million	30 Sept 2023	31 March 2023	30 Sept 2022
Liabilities			
Deposits by banks	34 973	26 420	15 965
Derivative financial instruments	35 362	33 242	26 972
Other trading liabilities	3 875	1 542	2 802
Repurchase agreements and cash collateral on securities lent	18 183	17 933	17 742
Customer accounts (deposits)	460 358	448 718	434 688
Debt securities in issue	4 128	2 585	2 371
Liabilities arising on securitisation of own originated loans and advances	3 911	3 594	3 535
Current taxation liabilities	606	848	536
Deferred taxation liabilities	15	19	10
Other liabilities	7 763	7 087	7 132
Loans from Group companies	822	712	946
	569 996	**542 700**	**512 700**
Subordinated liabilities	7 953	7 748	7 662
	577 949	**550 448**	**520 363**
Equity			
Ordinary share capital	32	32	32
Ordinary share premium	14 250	14 250	14 250
Other reserves	4 565	4 272	2 853
Retained income	26 312	25 514	29 191
Ordinary shareholders' equity	**45 160**	**44 068**	**46 326**
Perpetual preference share capital and premium	–	–	–
Shareholders' equity excluding non-controlling interests	**45 160**	**44 068**	**46 326**
Other Additional Tier 1 securities in issue	2 710	2 710	2 560
Total equity	**47 870**	**46 778**	**48 886**
Total liabilities and equity	**625 819**	**597 226**	**569 249**

IBL: asset quality

R'million	30 Sept 2023	31 March 2023*
Gross core loans	**339 655**	**325 856**
of which FVPL (excluding fixed rate loans)	1 168	1 296
Gross core loans subject to ECL*	**338 487**	**324 560**
Stage 1	315 666	299 615
Stage 2	9 802	16 328
of which past due greater than 30 days	499	747
Stage 3	13 019	8 617
ECL	(3 581)	**(3 276)**
Stage 1	(771)	(760)
Stage 2	(397)	(623)
Stage 3	(2 413)	(1 893)
Coverage ratio		
Stage 1	0.2%	0.3%
Stage 2	4.1%	3.8%
Stage 3	18.5%	22.0%
Annualised credit loss ratio	**0.1%**	**0.1%**
ECL impairment charges on core loans	(139)	(272)
Average gross core loans subject to ECL	331 524	310 327
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECL	10 606	6 724
Aggregate collateral and other credit enhancements on Stage 3	13 876	8 340
Stage 3 as a % of gross core loans subject to ECL	3.8%	2.7%
Total ECL as a % of Stage 3 exposure	27.5%	38.0%
Stage 3 net of ECL as a % of net core loans subject to ECL	3.2%	2.1%

* Includes portfolios for which ECL is not required for IFRS purposes, but which management evaluates on this basis. These are fixed rate loans which have passed the solely payments of principal and interest (SPPI) test and are held in a business model to collect contractual cash flows but have been designated at FVPL to eliminate accounting mismatches (interest rate risk is being economically hedged). The underlying loans have been fair valued and management performs an ECL calculation in order to obtain a reasonable estimate of the credit risk component. The portfolio is managed on the same basis as gross core loans measured at amortised cost. R11.4 billion of the drawn exposure falls into Stage 1 (31 March 2023: R13.3 billion), R377.7 million falls in Stage 2 (31 March 2023: R27.5 million) and the remaining R1.0 billion falls into Stage 3 (31 March 2023: R1.0 billion). The ECL on the Stage 1 portfolio is R27.0 million (31 March 2023: R37.4 million), ECL on Stage 2 is R0.1 million (31 March 2023: R0.1 million) and the ECL on Stage 3 portfolio is R250.2 million (31 March 2023: R248.6 million).

IBL: analysis of core loans by risk category

	Gross core loans at amortised cost and FVPL (subject to ECL)								Gross core loans at FVPL (not subject to ECL)	Gross core loans
	Stage 1		Stage 2		Stage 3		Total			
At 30 September 2023 R'million	Gross Exposure	ECL	Gross Exposure	ECL	Gross Exposure	ECL	Gross Exposure	ECL		
Lending collateralised by property	**44 863**	**(142)**	**3 271**	**(31)**	**6 204**	**(730)**	**54 338**	**(903)**	**—**	**54 338**
Commercial real estate	**43 206**	**(138)**	**3 269**	**(31)**	**6 168**	**(730)**	52 643	(899)	**–**	**52 643**
Commercial real estate – investment	40 873	(134)	2 751	(31)	6 134	(728)	49 758	(893)	–	49 758
Commercial real estate – development	1 780	(3)	511	–	4	(1)	2 295	(4)	–	2 295
Commercial vacant land and planning	553	(1)	7	–	30	(1)	590	(2)	–	590
Residential real estate	**6 098**	**(19)**	**92**	**–**	**379**	**(41)**	6 569	(60)		
Residential real estate – investment	1 657	(4)	2	–	36	–	1 695	(4)	–	1 695
Residential real estate – development	3 541	(11)	83	–	163	(38)	3 787	(49)	–	3 787
Residential vacant land and planning	900	(4)	7	–	180	(3)	1 087	(7)	–	1 087
High net worth and other private client lending	**162 065**	**(306)**	**3 849**	**(177)**	**2 840**	**(594)**	**168 754**	**(1 077)**	**–**	**168 754**
Mortgages	88 190	(99)	3 273	(151)	1 660	(252)	93 123	(502)	–	93 123
High net worth and specialised lending*	73 875	(207)	576	(26)	1 180	(342)	75 631	(575)	–	75 631
Corporate and other lending	**104 297**	**(308)**	**2 592**	**(189)**	**3 632**	**(1 048)**	**110 521**	**(1 545)**	**1 168**	**111 689**
Corporate and acquisition finance	78 368	(242)	2 494	(188)	2 196	(965)	83 058	(1 395)	1 147	84 205
Fund finance	11 809	(9)	–	–	–	–	11 809	(9)	–	11 809
Financial institutions and governments	2 746	(13)	–	–	816	(3)	3 562	(16)	–	3 562
Small ticket asset finance	1 989	(4)	21	–	–	–	2 010	(4)	–	2 010
Aviation finance*	4 245	(15)	–	–	–	–	4 245	(15)	21	4 266
Power and infrastructure finance	5 140	(25)	77	(1)	620	(80)	5 837	(106)	–	5 837
Gross core loans and advances	**311 225**	**(756)**	**9 712**	**(397)**	**12 676**	**(2 372)**	**333 613**	**(3 525)**	**1 168**	**334 781**

* In addition, 59% of other high net worth lending (31 March 2023: 58%) shown on the next page relates to lending collateralised by property which is supported by high net worth clients.