Investec

OUT OF THE ORDINARY

Investec Bank plc

Investor generic presentation

May 2023

The information in this presentation relates to the year ended 31 March 2023, unless otherwise indicated.

Contents

Investec

OUT OF THE ORDINARY

Overview of Investec Group

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

Investec Wealth & Investment Limited

Investec Bank Ltd

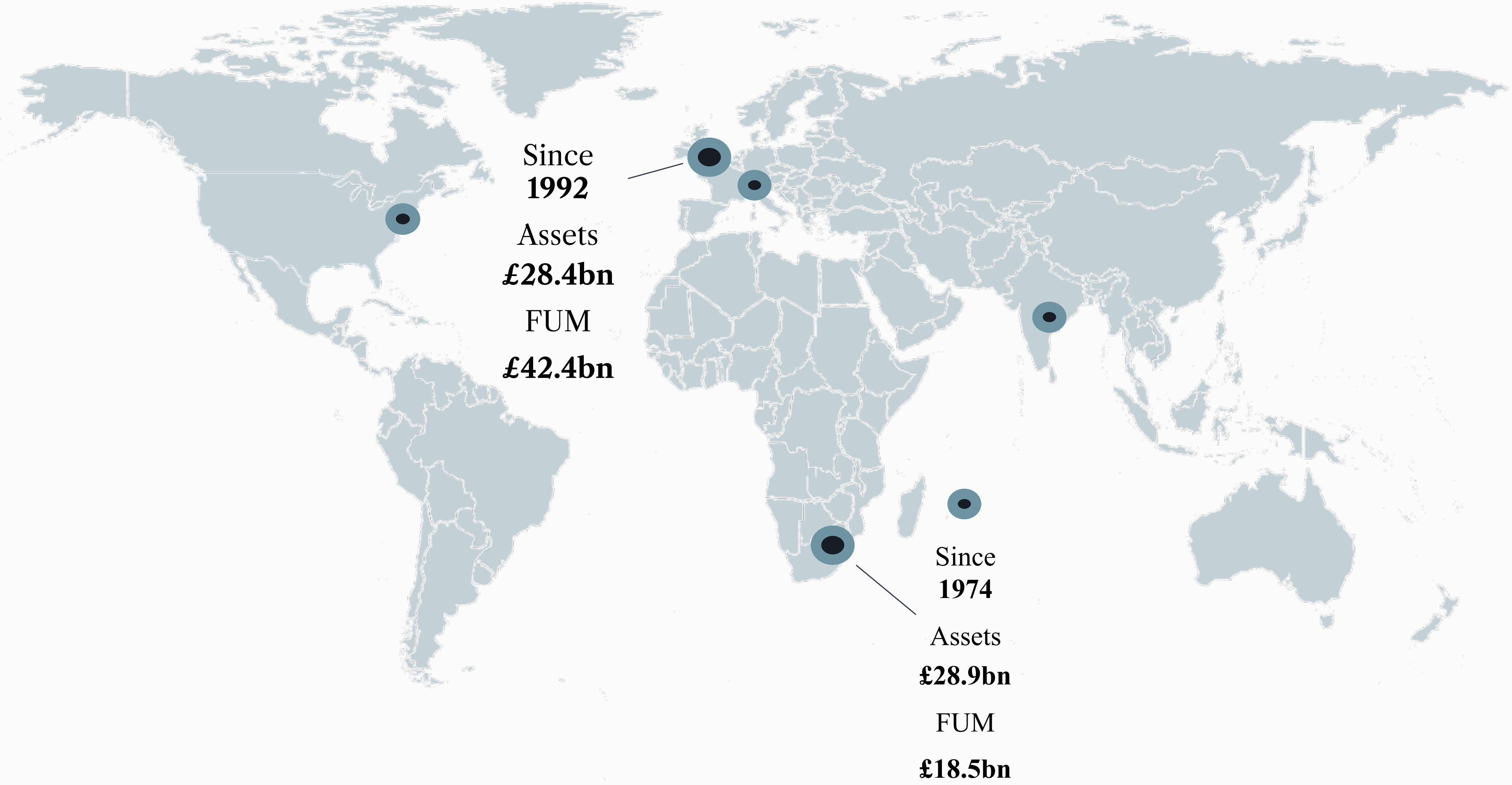
Investec Wealth & Investment SA Group

- 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.

Note: All shareholdings in the ordinary share capital of the subsidiaries shown are 100%.

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 8 700+ people
- Listed on the JSE and LSE (a FTSE 250 company)
- Total assets of **£57.3bn**; total equity of **£5.3bn**; and total funds under management of **£61.0bn.**

* Including temporary employees and contractors

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 are dedicated to building meaningful relationships with all our stakeholders
- We uphold cast-iron integrity in all we do
- We are committed to living in society, not off it
- We embrace our responsibility to the environment
- We thrive on change and challenge convention with courage, constantly adapting to an ever-changing world
- We believe in open and honest dialogue to test decisions, seek consensus and accept responsibility
- We trust our people to exercise their judgement, promoting entrepreneurial flair and freedom to operate within the context of prudent risk parameters and unwavering adherence to our values
- We embrace diversity in a deeply caring organisation in which everyone can bring their whole selves.

* 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**

8

Group 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

Zero thermal coal by 2030

Made a commitment to have zero coal exposure by 31 March 2030

Participated in climate dialogues as part of our **Net-Zero Banking Alliance membership**

Joined the **Partnership for Biodiversity Accounting Financials** (PBAF)

Equality commitments

10 REDUCED INEQUALITIES

Group Board

43% ethnicity

43% women

Cost of living crisis

1mn meals

To those in food poverty in the UK

Transformation

Joined the Business Disability Forum

Highlights

Specialist Banking

Top 100 sustainable companies in the world — Included as one of the top 100 most sustainable companies in the world (Corporate Knights)

Ranked 7th — In the **Sustainable Banking Revenues Ranking** in the Corporate Knights The Banker survey, 2022 (out of an initial pool of 91 banks)

Best ESG Research — Won the Best Specialist ESG Research in the **ESG Investing Awards** in the UK, 2022

0.10% — **Thermal coal exposure (£31mn)** as a percentage of gross core loans (Mar-22: 0.10%)

Investec Group committed to zero thermal coal exposure by 31 March 2030

Wealth & Investment

Signatory to **Climate Action 100+**

Joined **the Cambridge Institute for Sustainability Leadership Investment Leaders Group** in the UK

8th — Ranking by the Charity Finance Fund Management Survey for the UK Charity Fund Managers by FUM

Top 2% — Of diversified financials in the **S&P Corporate Sustainability Assessment rating** (Best rating of SA banks 68/100)

Top 2% — Of the financial services sector in the **MSCI Global Sustainability** Index (Only SA bank with a AAA rating)

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

Focused on doing well and doing good

Other highlights

- Investec Group included as one of **the top 100 most sustainable companies in the world** (Corporate Knights)
- Investec Group joined the **African Natural Capital Alliance**
- Investec Group joined the **Partnership for Biodiversity Accounting Standards (PBAF)**
- Group CE, Fani Titi, has personally committed to joining the **UN Global Compact's Africa Business Leaders Coalition**
- Investec Group contributed to the **UN PRB Academy curriculum committee**
- Rolled out a **sustainability awareness programme** aimed at identifying sustainability business opportunities
- Specialist Banking UK Private Client Group embedded an **ESG framework** into the lending process
- Won **Best Specialist ESG Research** at the 2022 ESG Investing Awards
- Wealth & Investment in the UK joined the **CISL Investment Leaders Group** and rolled out an a**wareness programme with senior leaders**
- Wealth & Investment in the UK became a founding member of the **Blue Accelerator programme**
- Continued inflows into the Investec Global Sustainable Equity Fund - **$46.2mn** (since launch in Mar-21).

Consistently strong ESG ratings and rankings

Top 2% in the global diversified financial services sector (inclusion since 2006)	**Top 14%** 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- (formerly Carbon Disclosure Project)
Top 20% of the ISS ESG global universe and **Rated Prime – best in class**	**1 of 43** banks and financial services in the Global ESG Leaders Index (total of 439 components)	**Included** in the FTSE UK 100 ESG Select Index (out of 641) **Included** in the FTSE4Good Index	**Top 30** in the FTSE/JSE Responsible Investment Index

Investec

OUT OF THE ORDINARY

Overview of Investec Bank plc (IBP)

Investec Bank plc

A distinctive bank and investment manager with primary business in the UK

Total assets	Net core loans	Customer deposits	Funds under management	Employees
£28.2bn	£15.6bn	£19.3bn	£42.4bn	3 500+

Key highlights

Diversified revenue streams with high annuity base

- Balanced and defensive business model comprising **two core business activities: Specialist Banking and Wealth & Investment**
- Continued focus on growing **our capital light income, now 35% of Investec Bank plc's revenue**
- Geographic and operational diversity with a high level of **annuity income**[1] **accounting for 81% of total operating income**

  Total funds under management (FUM) of £42.4bn and positive net inflows generated by our **leading UK private client wealth management business.**

Sound balance sheet

- Never required shareholder or government support
- **Robust capital base:** 12.7% CET1[2] ratio, strong leverage ratio of 9.8%[3] and total capital ratio of 18.5%
- Investec Bank plc benefits from **a substantial unlevered asset, being Wealth & Investment**
- **Strong liquidity ratios** with high level of readily available liquid assets, representing 44.4% of customer deposits (cash and near cash: £8.6bn)
- **Diversified funding base** with strong retail deposit franchise and low reliance on wholesale funding
- We target a **diversified, secured loan portfolio**, lending to clients we know and understand
- We **inherently hold more capital per unit of risk**, with a conservative **risk-weighted assets density of 61.3%**[4]**.**

1 Where annuity income is net interest income and annuity fees.
2 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 2022 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 21bps (31 Mar 2022: 37bps) higher, on this basis.
3 The leverage ratios are calculated on an end-quarter basis. In the UK, the 31 March 2023 leverage ratio is calculated applying the UK leverage ratio framework, which applies to all UK firms from 1 Jan 2022
4 Risk-weighted assets as a percentage of total assets

Overview of Investec Bank plc

We provide our clients with a diversified, combined and integrated banking and wealth management offering with extensive depth and breadth of product and services

Corporate / Institutional / Private Equity / Intermediary / Government

Specialist Banking

- Lending
- Transactional banking
- Advice
- Hedging
- Cash – deposit and savings
- Equity placement

Private clients (high net worth) / charities / trusts

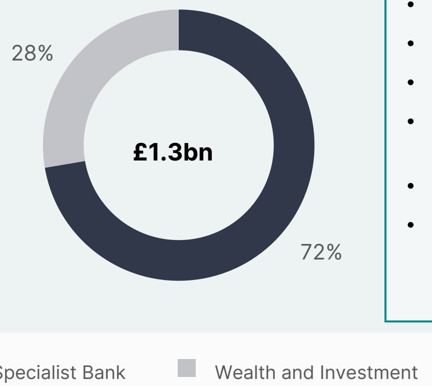
Wealth & Investment

- Discretionary wealth management
- Investment advisory services
- Financial planning

Specialist Banking – What makes us distinct

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

% contribution to revenue



Wealth & Investment - What makes us distinct

- Built via organic growth and the acquisition of businesses over a long period of time
- Global investment process, delivering tailor-made and innovative solutions to our clients
- Domestically relevant with offshore capabilities
- Recognised brand and balance sheet strength attracts investment managers and supports client acquisition
- Size allows us to be agile but with the scale and strength to compete successfully
- Well-positioned for evolving domestic market trends (e.g. financial planning, digitalisation.

Balanced business model

Focused on growing capital light businesses

- We have significantly increased our funds under management, a key capital light annuity income driver, over the last 10 years by growing our Wealth & Investment business. Wealth & Investment FUM have grown from £14.2bn at 31 March 2012 to £42.4bn at 31 March 2023
- 28% of Investec Bank plc's revenue came from Wealth & Investment for the year ended 31 March 2023 (31 Mar-22: 32%).

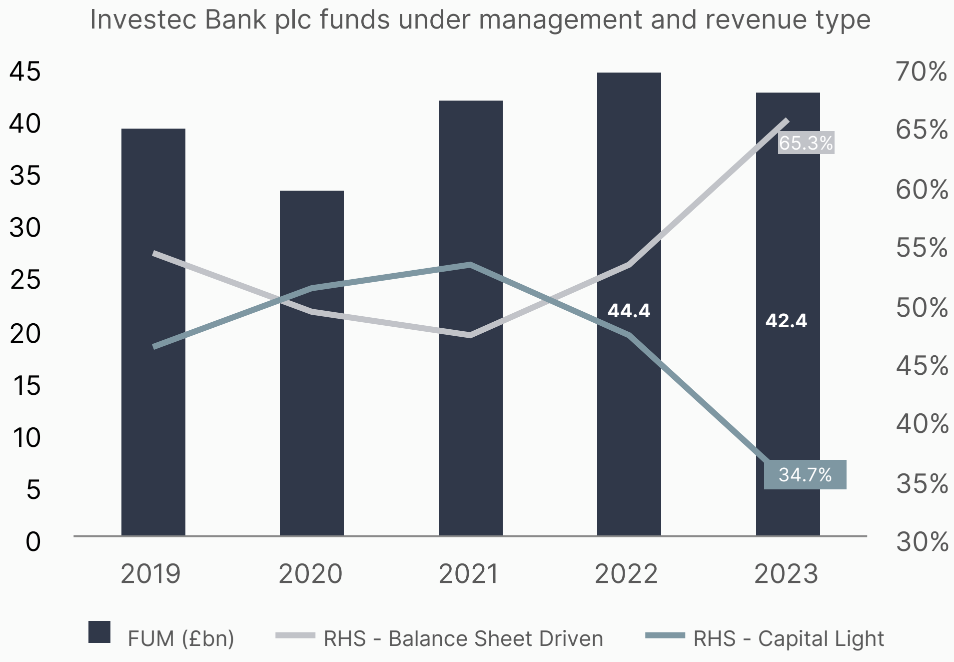
Capital light activities

Includes:
- Wealth management
- Advisory services
- Transactional banking services
- Funds

£453mn
34.7% of total revenue

Of which:
Net fees and commissions:
£441mn
~34.0% of total revenue
- Specialist Banking - £108mn
- Wealth & Investment - £333mn

Other:
£12mn
~1.0% of total revenue



Balance sheet driven activities

Includes:
- Lending portfolios
- Trading income largely from client flows, balance sheet management and other
- Investment portfolios

£855mn
65% of total revenue

Of which:
Net interest income:
£749mn
~57% of total revenue

Customer flow and other trading income:
£100mn
~7.7% of total revenue

Investment and associate income:
£6mn
~0.4% of total revenue

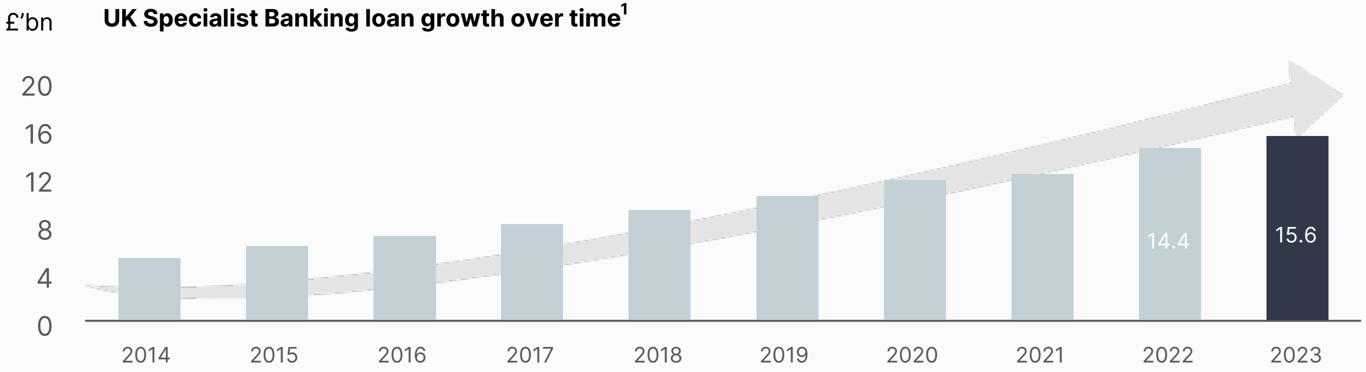
Fee and commission income ← Types of income → Net interest, investment, associate and customer flow trading income

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	Publically 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[3], Working Capital & Asset Finance, Specialist Lending, M&A Advisory, Equity Capital Markets, Treasury & Risk Solutions			

UK Specialist Banking loan growth over time[1]



CAGR: 13%

Permanent employees	**2,100+**
% Contribution to revenue[2] of Investec Group	**c.42%**
% Contribution to loan book of Investec Group	**c.52%**

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 Investec Bank plc's Specialist Banking's total operating income before expected credit loss impairment charges as a percentage of the Investec Group's (for the year ended March 2023).
3 Formally known as Growth & Leveraged Finance..

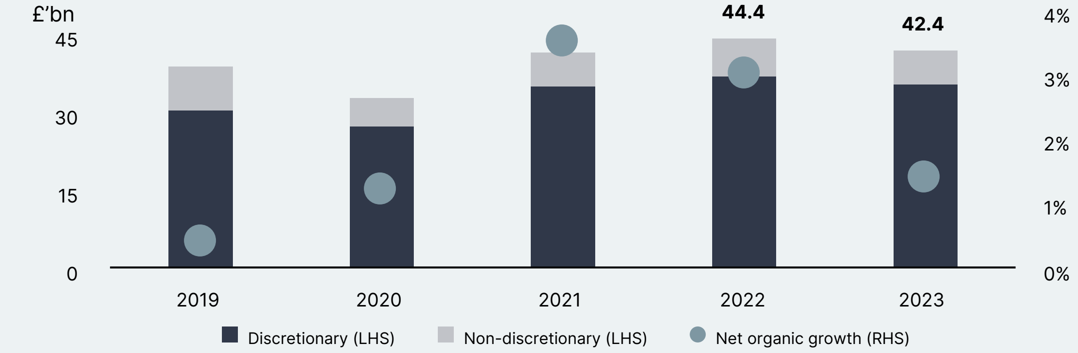
Wealth & Investment

A leading private client wealth manager in the UK with £42.4bn funds under management

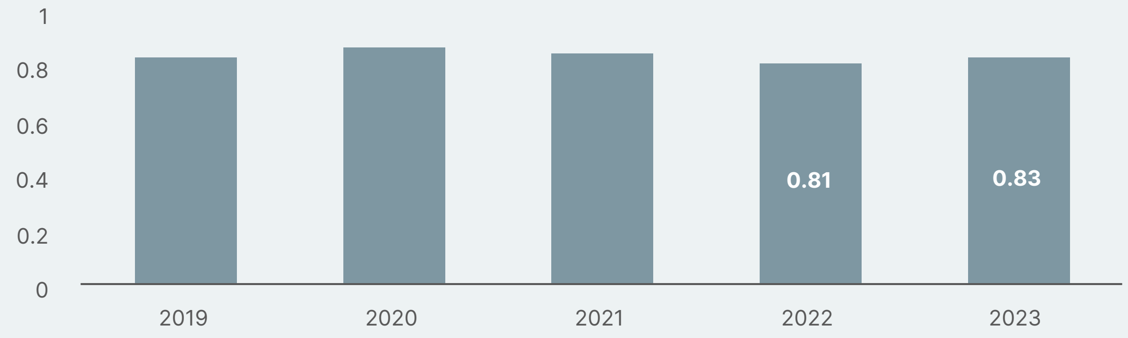
Our service offering	• Financial planning advice • Investment management, including bespoke portfolio management
Our client groups	• Private clients, including HNW and International • Clients of professional advisors • Charities
Our distribution channels	• Direct • Intermediaries • Investec Private Bank
International recognition	

Key facts		
	Total FUM	£42.4bn[1]
	% UK Discretionary	87%
	% UK Direct	c.82%
	Operating margin[2]	26%
	Average yield	0.83%
	Target Client	> £250k
	# of Offices	15
	# of UK client relationships	c.40,000
	# of UK IMs[3]	307
	# of UK FPs[3]	52

Focused move to discretionary wealth management



Average income[4] as a % of FUM

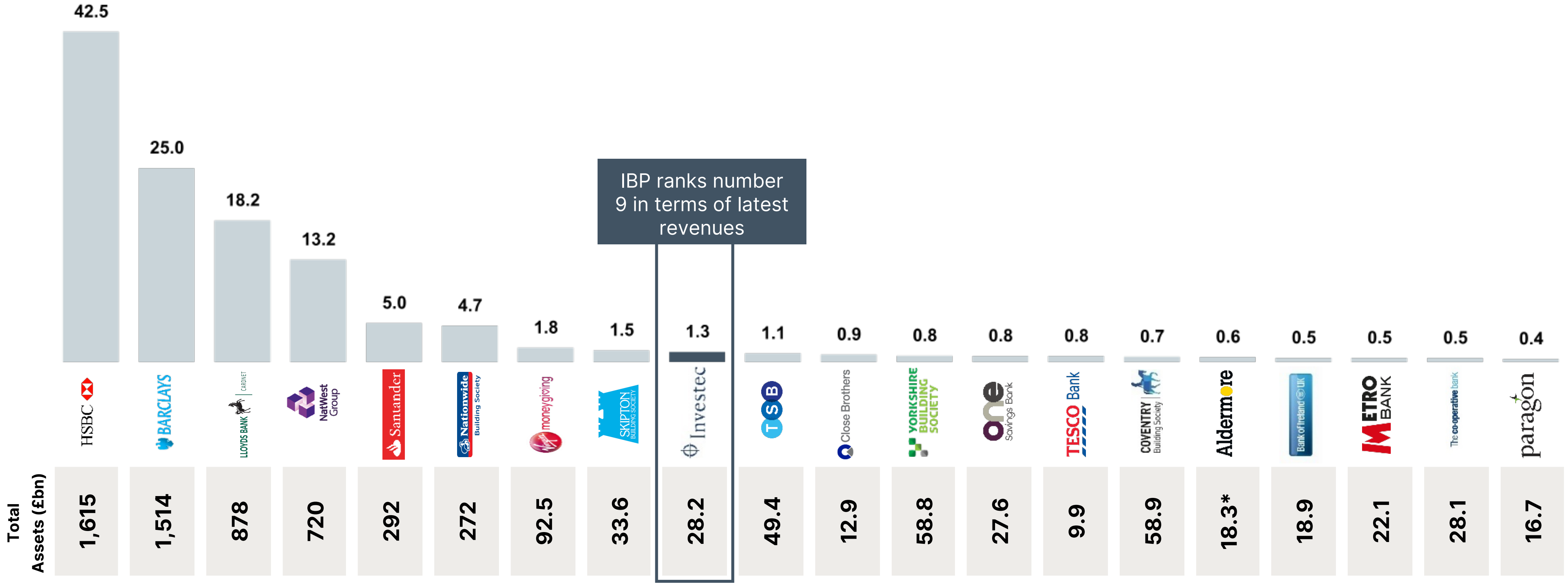


[1] Comprises UK & Channel Islands and Switzerland. UK & Channel Islands comprises c.96% of total FUM (2022: 97%) or £40.7bn (2022: £42.9bn). [2]The operating margin of the UK & Channel Islands business (as well as Switzerland) was 25.3% at 31 Mar 2022. [3]Where IMs is investment managers and FPs is financial planners. 4 The average income yield on funds under management represents the total operating income for the period as a percentage of the average of opening and closing funds under management. This calculation does not adjust for the impact of market movements throughout the period on funds under management or the timing of acquisitions and disposals (where applicable) during the respective periods

IBP ranks 9th for UK banks by revenue

- IBP is a substantial business generating revenues of £1.3bn during the year to 31 March 2023.
- The wealth business contributes £362mn of those revenues or 28% of IBP's total revenues. The chart below shows the relative revenue generation compared to the rest of the UK banking market and IBP's relative strength in having a wealth manager (providing significant earnings diversification) as well as a number of diversified banking income streams rather than a monoline business.

Selected UK Banking Ranking by Revenues (£'bn)



All figures are based on 31 December 2022 disclosures, with the exception of Nationwide Building Society which is shown as at 4 April 2023, IBP and Virgin Money which are shown as at 31 March 2023, Close Brothers Group plc which is shown at 31 January 2023, Tesco Personal Finance Group plc which is shown as at 28 February 2023 and Paragon Banking Group plc which is shown as at 30 September 2022. Revenues have been annualised where necessary.

* As at 30 June 2022

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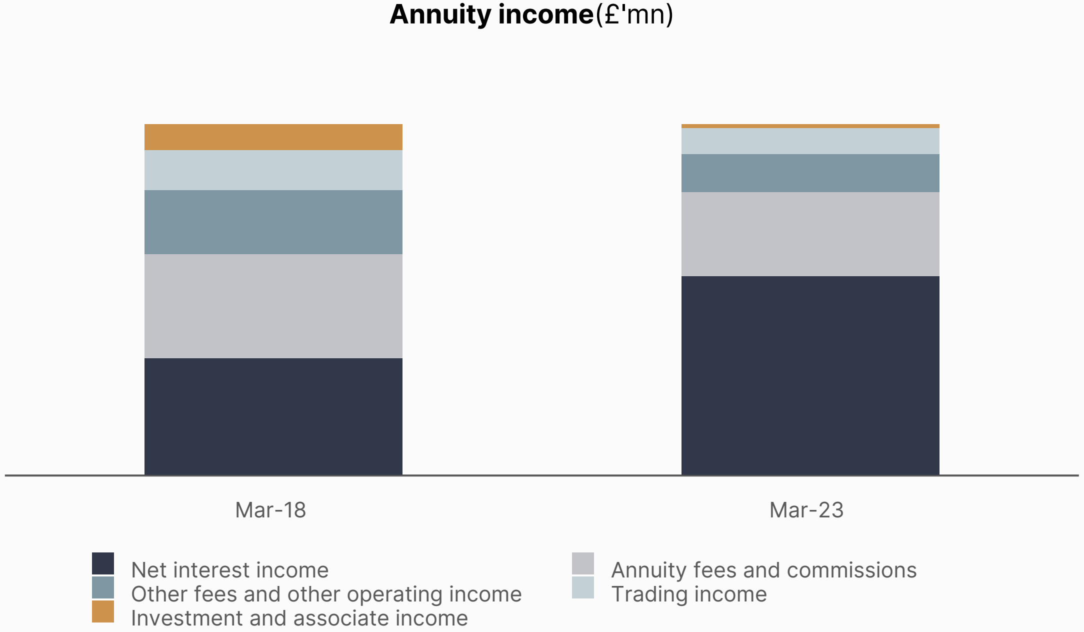
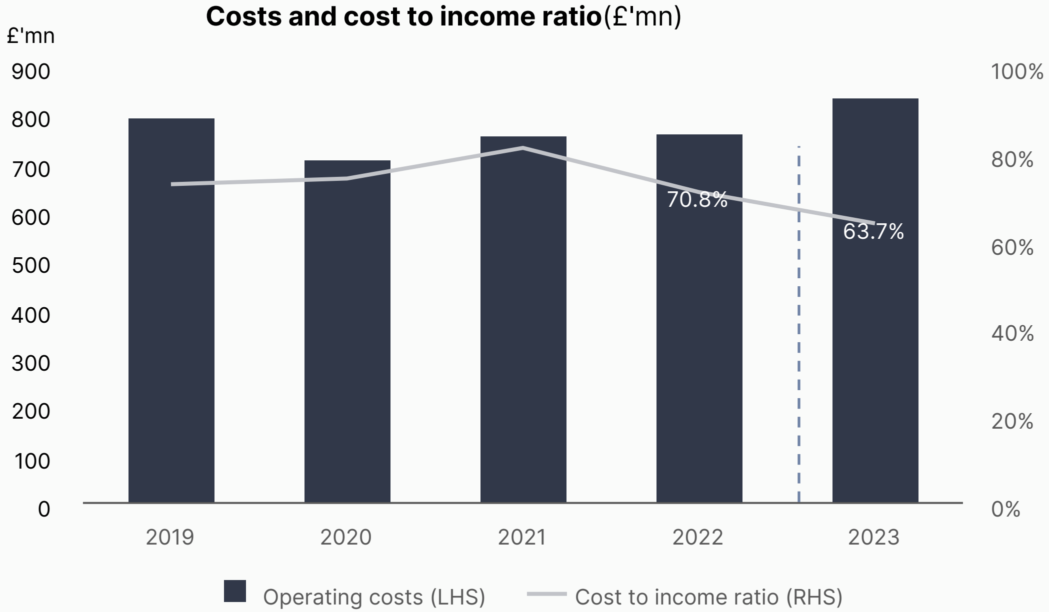
IBP's operating fundamentals

Profitability supported by diversified revenue streams



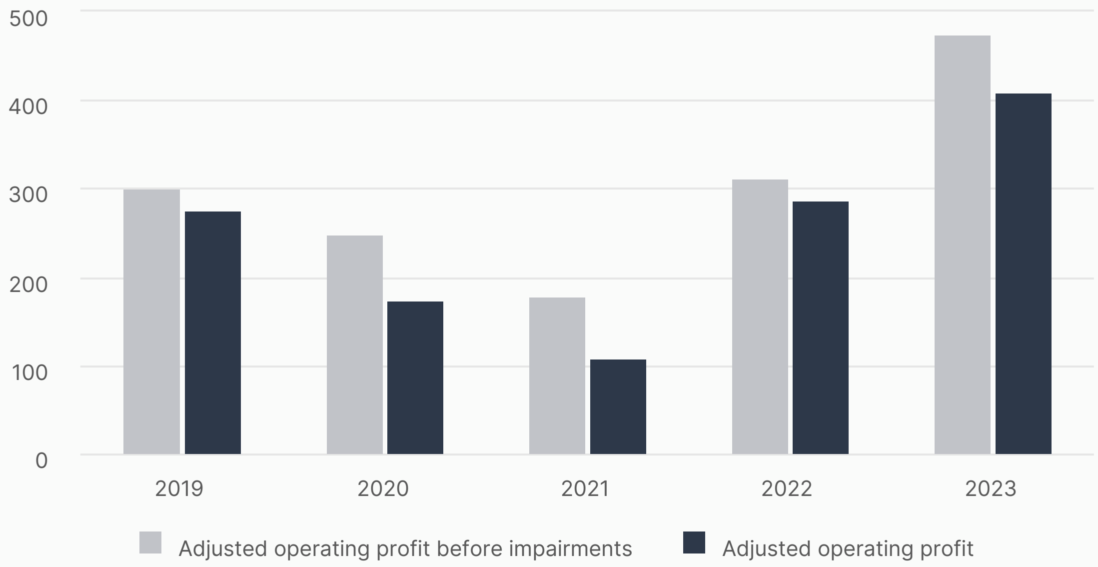


- **Solid recurring income base (FY23: 81%)** comprising net interest income and annuity fees, which has been enhanced by growth in our wealth management business and lending franchises
- **Diversified, quality revenue mix:**
  - Lending franchises driving net interest income – 57% of revenue
  - Wealth & Investment and lending franchises generating sound level of fees
  - Investment income a much lower proportion of total revenue
- **Capital light**[1] activities contribute to 35% of revenue.

- **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** increased period-on-period primarily driven by an increase in variable remuneration in line with business performance, inflationary pressures, investment in people and technology and normalisation of certain business expenses as pandemic related restrictions eased
- The FY23 **cost to income ratio improved to 63.7%** (2022: 70.8%).

Profitability supported by diversified revenue streams

Adjusted operating profit[1]



Business mix percentage contribution to adjusted operating profit[1]

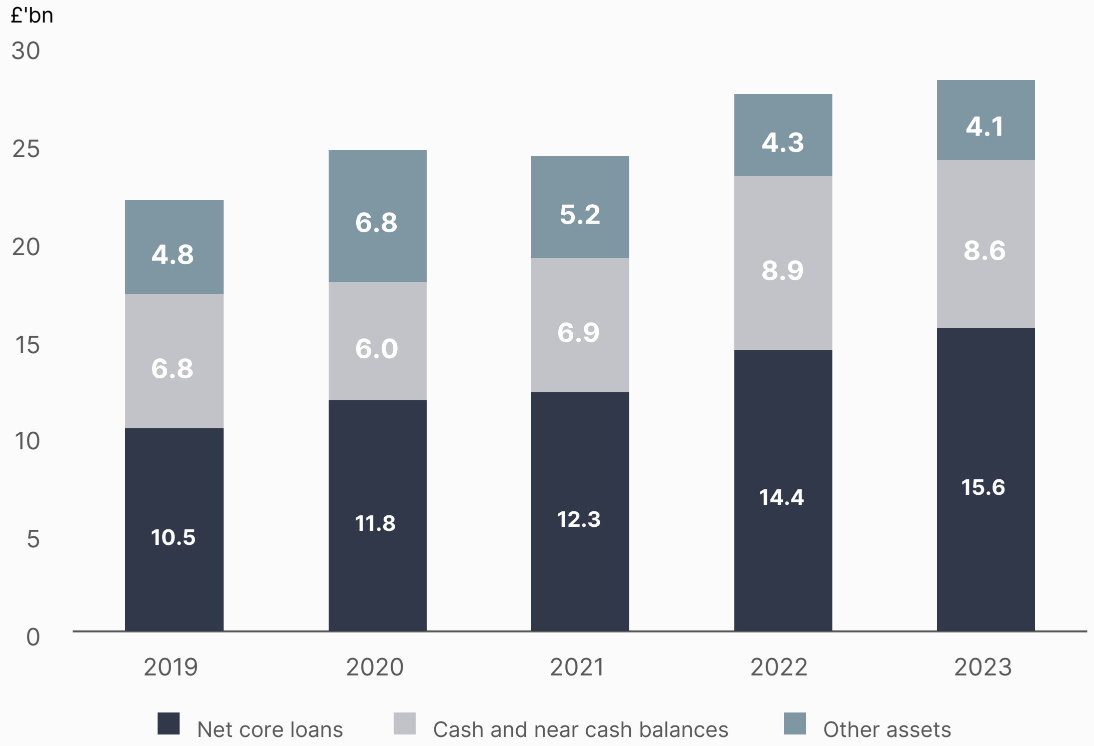
- We have grown adjusted operating profit from £275mn in 2019 to £409m at Mar 2023 (CAGR of 10.43%)
- In the 2020 and 2021 financial years, results were impacted by elevated impairment charges related to the impact of the COVID-19 pandemic. Impairments decreased in the 2022 financial year, primarily due to lower specific impairments.

- Profitability is supported by a diversified, quality adjusted operating profit mix from the Specialist Banking and Wealth & Investment businesses
- In FY23, the Specialist bank business delivered a solid set of results, with adjusted operating profit well ahead of the prior period and significantly above pre-pandemic levels. These results are underpinned by positive momentum in our client franchises and strategic cross-collaboration within the One Investec client ecosystem.

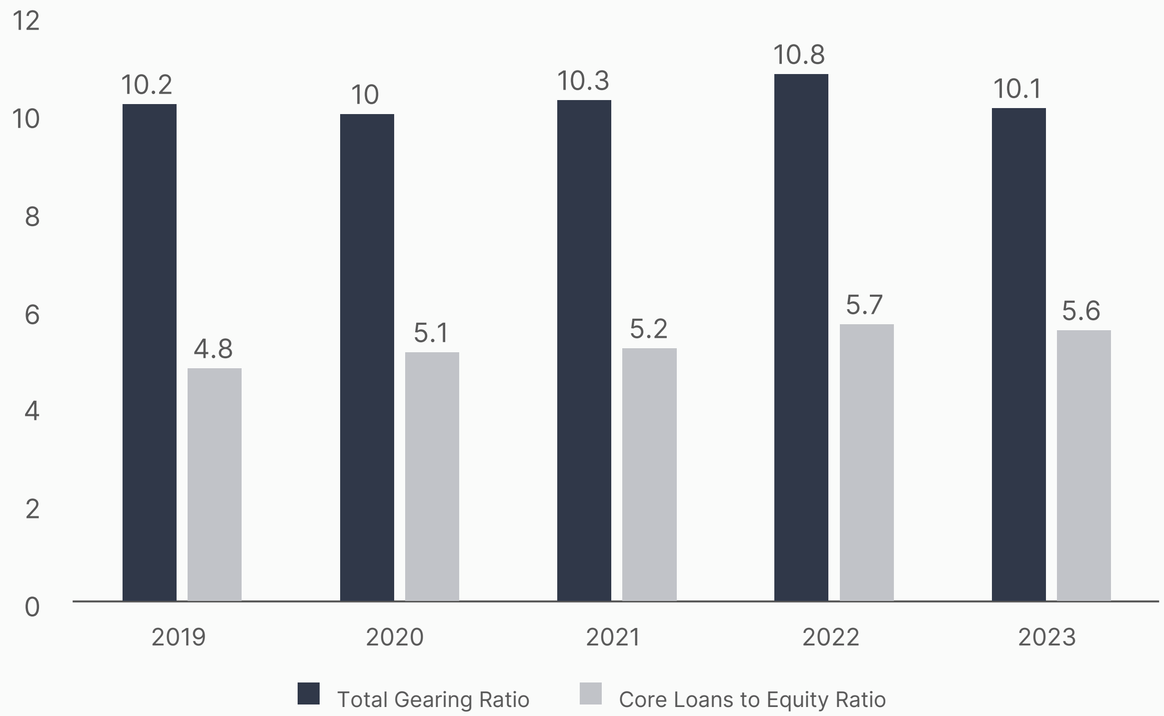
1 Adjusted operating profit is Operating profit before acquired intangibles and strategic actions, less profit attributable to other non-controlling interests, and adjusted operating profit by business is Operating profit before Group costs and before goodwill, acquired intangibles and strategic actions,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

Consistent asset growth, gearing ratios remain low

Total assets composition



Gearing[1] remains low



- Our net **core loans** have grown steadily (CAGR of 10% since 2019)
- Good growth in **cash and near cash balances** (CAGR of 6%% since 2019).

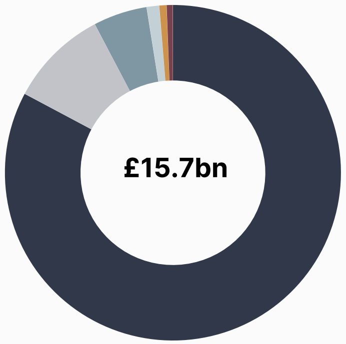
- We have **maintained low gearing ratios[1]** with total gearing at 10.1x and an average of 10.3x since 2019

[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 7.9% since 31 Mar 2022** has been driven by our residential mortgage portfolio through acquisition of target clients in line with our Private Clients strategy, supported by strong demand for corporate credit across several portfolios
- 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.**

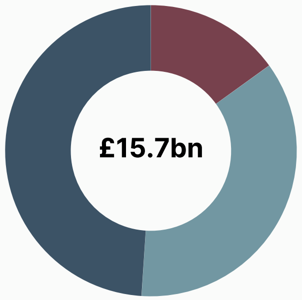
Gross core loans by country of exposure



United Kingdom	83.6%	Asia	1.4%
Europe (excluding UK)	8.8%	Australia	0.4%
North America	5.2%	Other	0.6%

Gross core loans by risk category

Corporate and other lending	**49%**
Asset finance	15%
Corporate and acquisition finance	14%
Fund finance	9%
Power and infrastructure finance	4%
Other corporate and financial institutions and governments	3%
Asset-based lending	2%
Aviation finance	2%

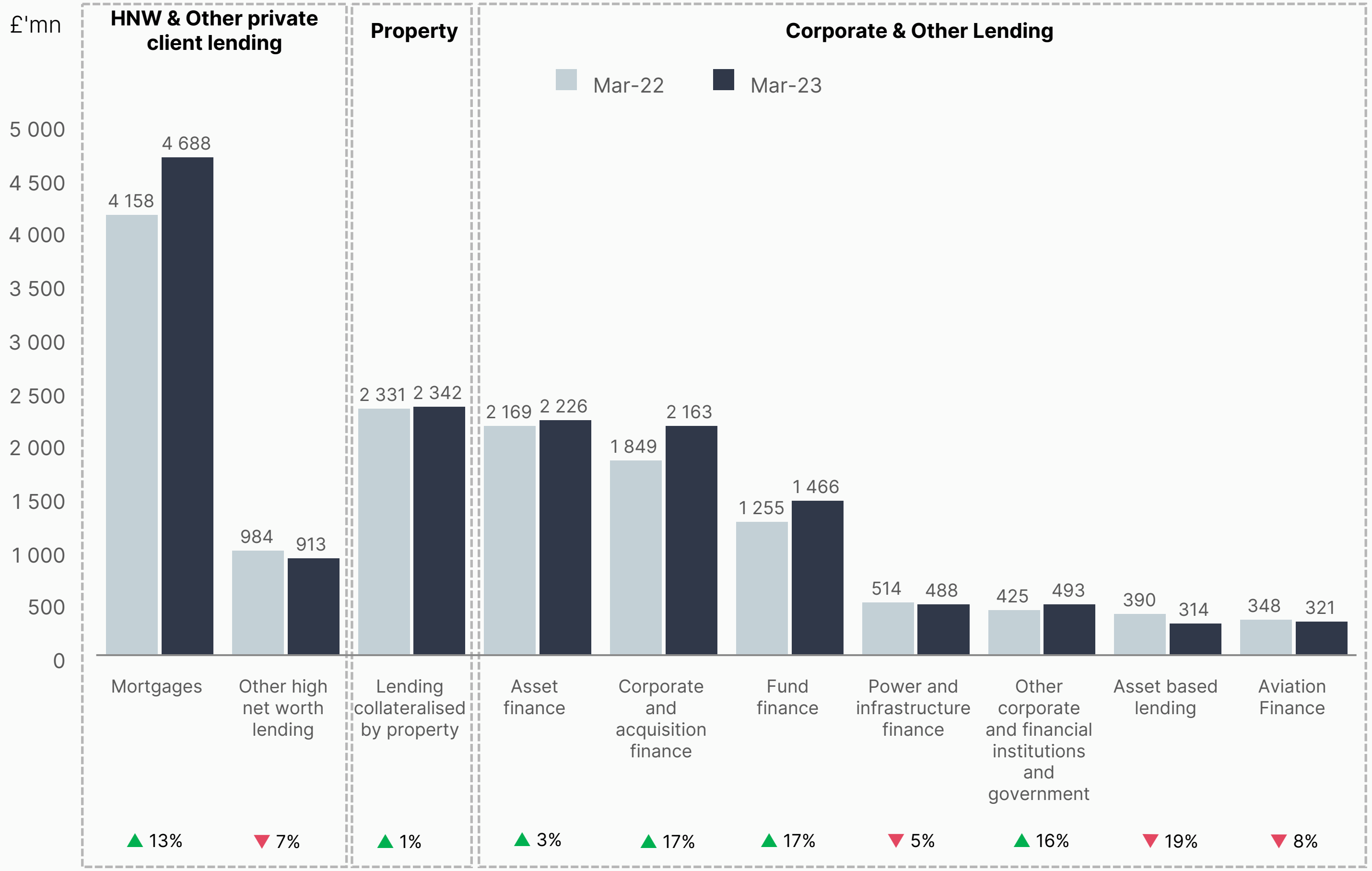


Lending collateralised by property	**15%**
Commercial real estate	10%
Residential real estate	5%
High net worth and other private client lending	**36%**
Mortgages	30%
Other high net worth lending	6%

22

Strong growth in loan book

Continued growth in HNW mortgages and broad based increase in corporate lending activity

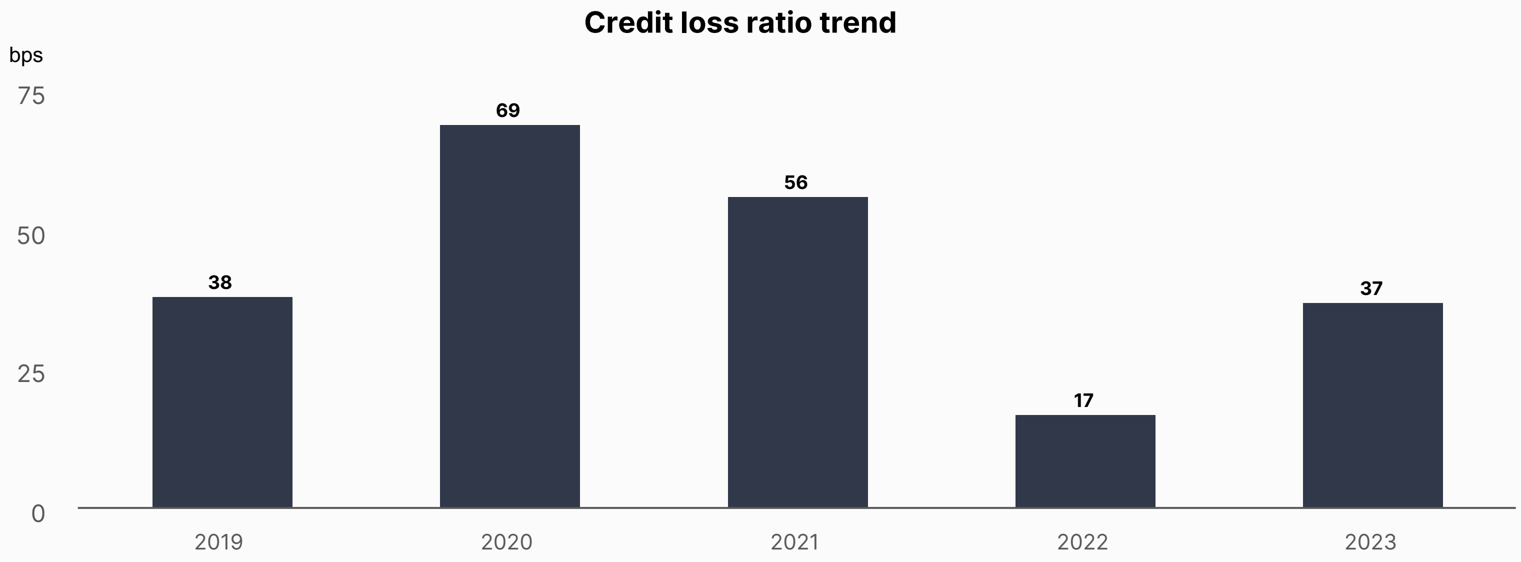


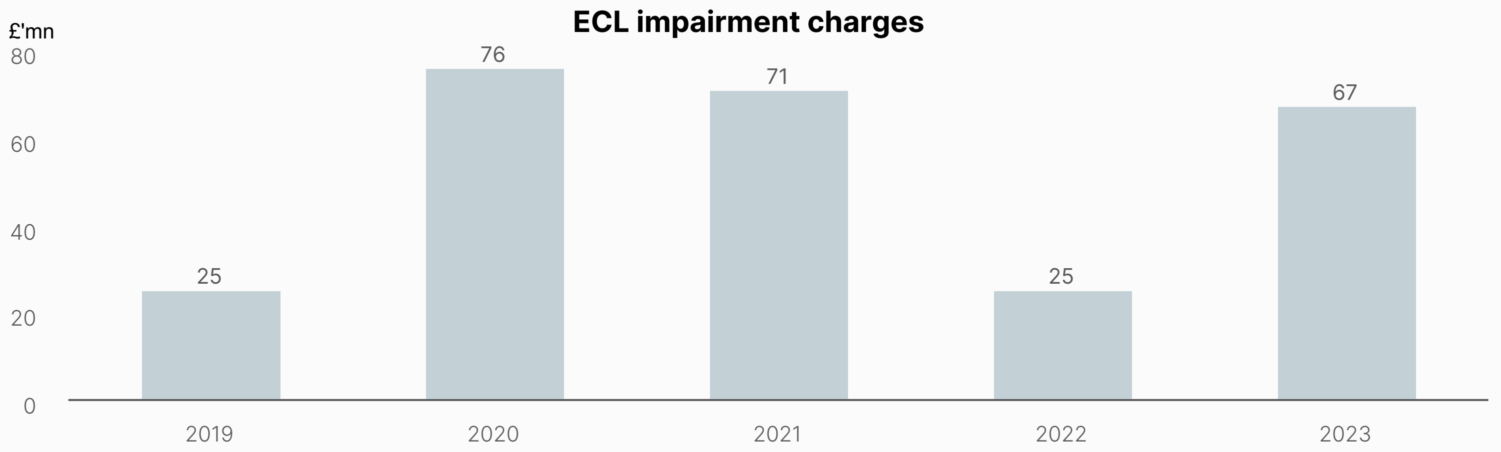
Net core loans up 7.9% since Mar-22

- This was driven by growth in residential mortgages, continued client acquisition and strong demand for corporate credit across multiple portfolios
- There was a marked slow down in loan growth during the second half of the year given heightened uncertainty in the UK and rising global interest rates at the beginning of 2H2023, however, the impact on lending activity has begun to abate
- The Corporate & Other lending book grew by 11% since 31 March 2022 to £7.7bn.

Sound asset quality

- Credit loss ratio increased to 37bps from 17bps at Mar 2022, within the through-the-cycle range of 30 - 40 bps
- Total income statement ECL impairment charges amounted to £67mn (Mar 2022: 25mn), mainly driven by:
  - Increase in modelled ECLs due to forward-looking macro-economic assumptions, resulting in the release of £11.9 million of post-model management overlays
  - Stage 3 ECL charges on certain exposures
- Management overlay of £4.9 million was retained.

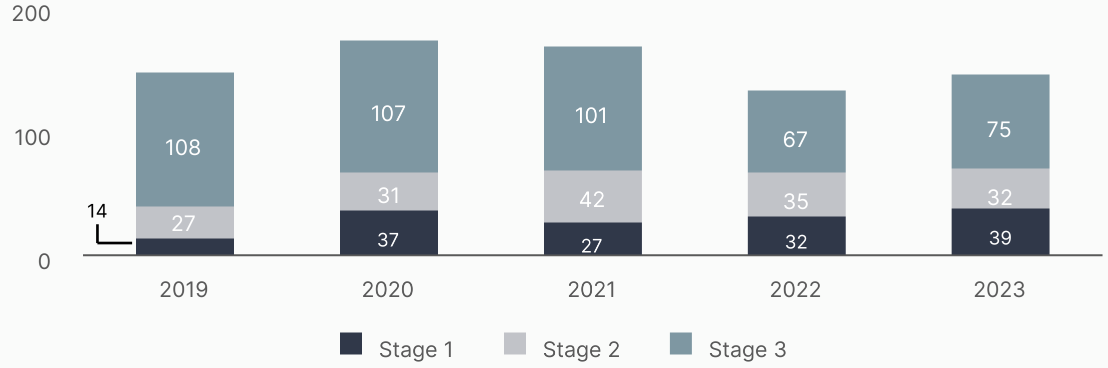




Asset quality metrics

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

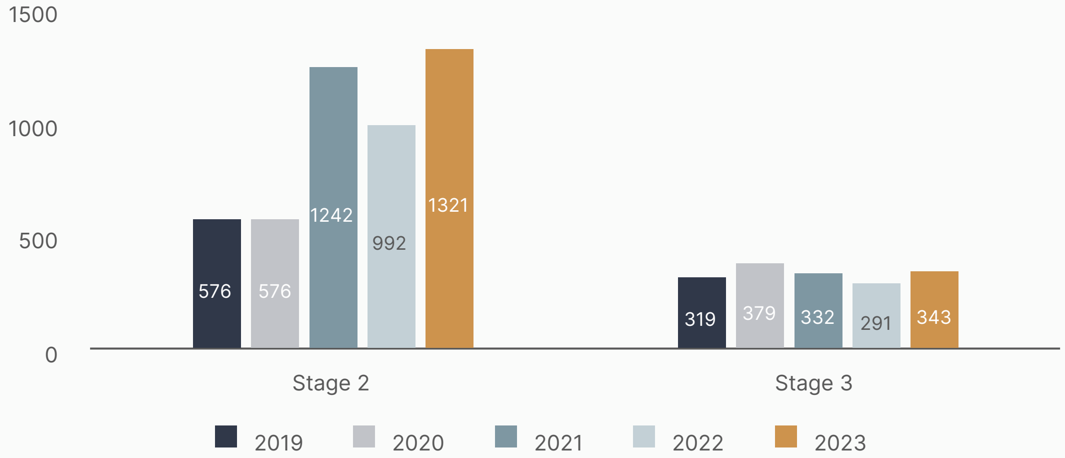
Balance sheet ECL provisions (£'mn)



ECL coverage ratio	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Stage 1	0.2%	0.36%	0.26%	0.25%	0.29%
Stage 2	4.7%	5.4%	3.4%	3.5%	2.4%
Stage 3	33.9%	28.2%	30.4%	23.0%	21.9%

- Overall coverage for Stage 1 and Stage 2 remains elevated at 31 March 2023 reflecting current pressures in the macro-economic environment
- We continue to hold a management ECL overlay of £4.9mn at 31 March 2023 (Mar-22: £16.8mn; 2021: £16mn) and is considered appropriate in addition to the bank's calculated model-driven ECL to capture specific areas of model uncertainty. The overlay is apportioned to Stage 2 assets
- The credit loss ratio is trending towards the top end of the 'through-the-cycle' range at 0.37% at 31 March 2023 (31 March 2022: 0.17%) driven by increased Stage 3 ECL charges, as well as an increase in modelled ECLs due to forward-looking macro-economic assumptions offset by a release in the management overlay held.

Gross core loans by Stage (£'mn)



We remain confident that we have a well diversified portfolio across sectors

Stage 3 exposures increased to £343mn at 31 March 2023 or 2.3% of gross core loans subject to ECL reduced (31 Mar 2022: 2.1%). The underlying loan portfolios continue to perform well with no evident signs of deteriorating trends in specific sectors

Stage 2 exposures have increased to £1 321mn or 8.7% of gross core loans subject to ECL. The increase is mainly driven by idiosyncratic exposures requiring closer attention rather than assets where we are concerned for default or loss.

Graphs show financial information at Investec plc's financial year end (31 March), unless otherwise indicated.

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

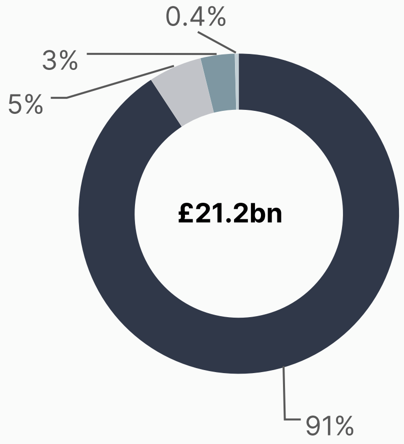
Conservative and prudent funding strategy

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

Credit Ratings

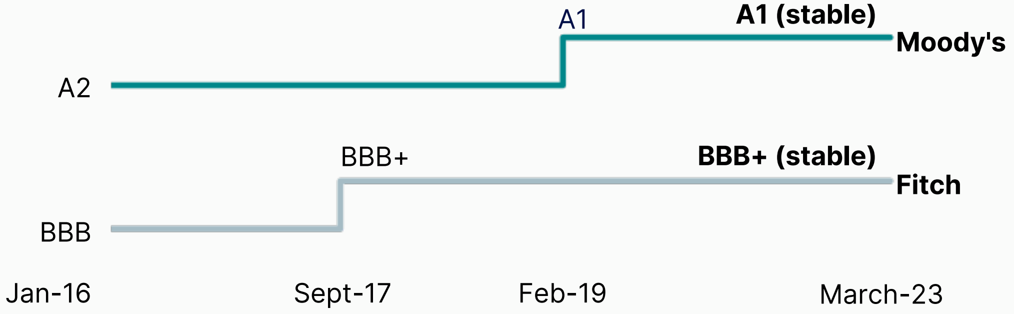
- On 11 Jan 2023, Moody's affirmed IBP's long-term deposit rating at A1 (stable outlook)
- On 16 Jan 2023, Fitch affirmed IBP's long-term Issuer Default Rating (IDR) at BBB+ (stable outlook)
- Through the previous financial crisis, Investec plc and IBP retained an investment grade rating.

Select funding sources



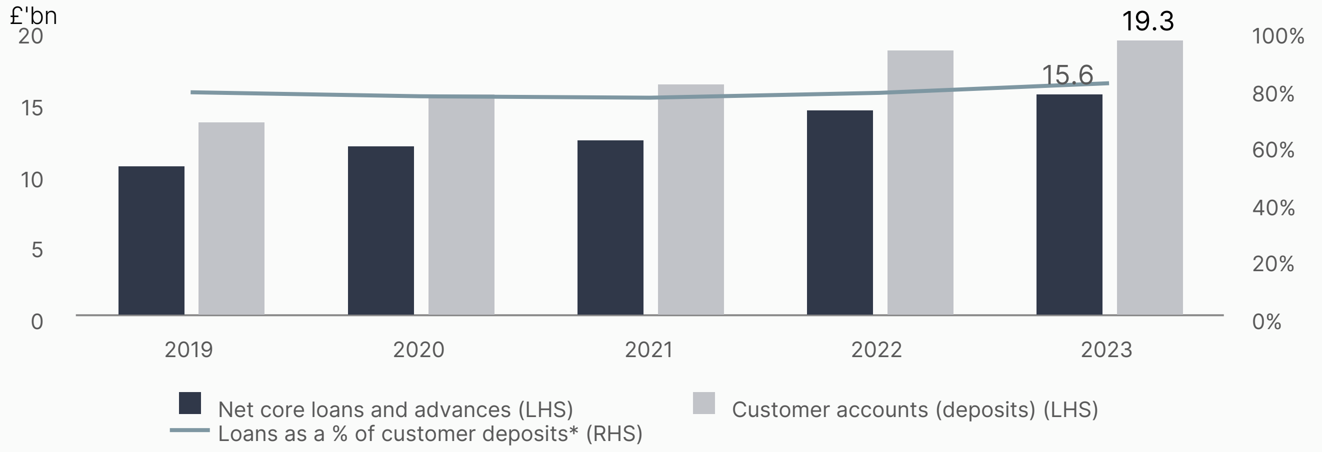
£'mn	31 Mar 23
Customer deposits	19 251
Debt securities in issue	1 141
Subordinated Liabilities	731
Liabilities arising on securitisation of other assets	82
Total	21 205

Outstanding Investec Bank plc Debt Capital Markets Issuance

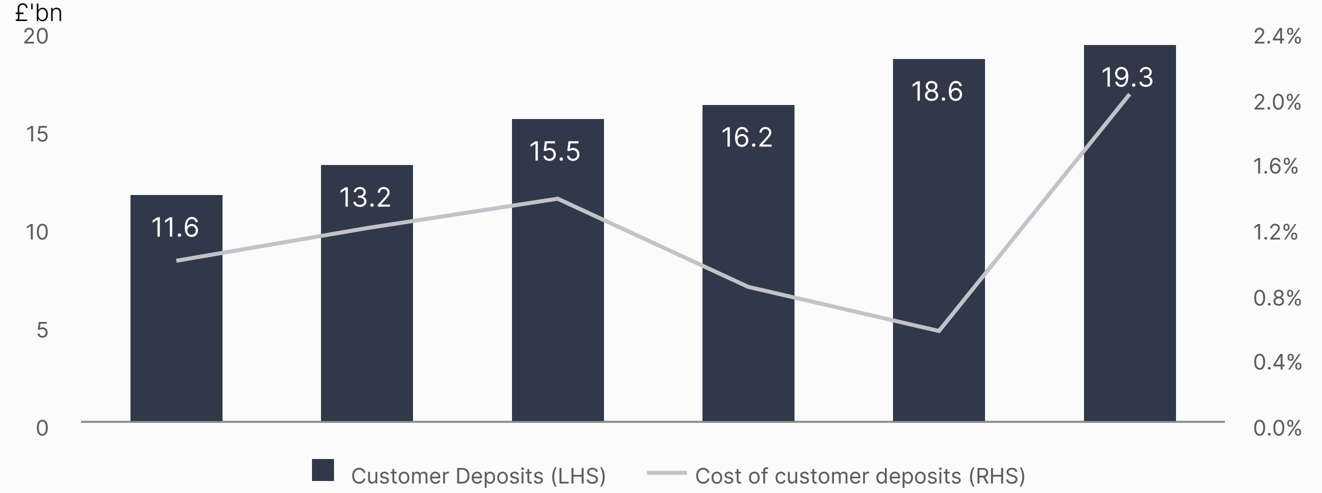


Primarily customer deposit funded with low loan to deposit ratio

Fully self funded: conservative loan to deposit ratio



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

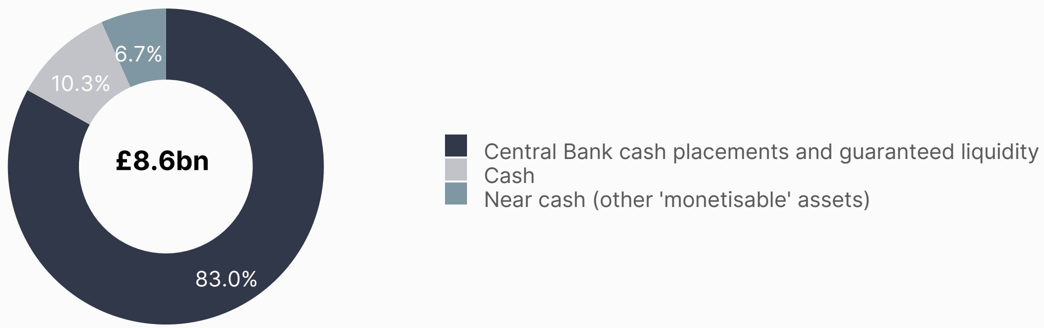


- Loans as a percentage of customer deposits remains conservative at 80.9%
- Customer deposits have grown by 65% (12%% CAGR) since 2019 to £19.3bn at 31 March 2023
- **Low usage of central bank funding schemes** as a proportion of funding mix. Current TFSME drawings ar**e £1.2bn** which we expect to refinance well in advance of maturity in Sept/Oct 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** despite a reduction of cost of customer deposits through market volatility due to the COVID-19 pandemic and Russia/Ukraine war
- While Bank of England base rates increased by 350bps over the twelve months to 31 Mar 2023 the rates and speeds at which these movements have been passed to customers has resulted in only a 145bps increase in the cost of deposits over the same period to 2.00% at 31 Mar 2023
- Customer deposits are dynamically raised through diversified, well-established channels.

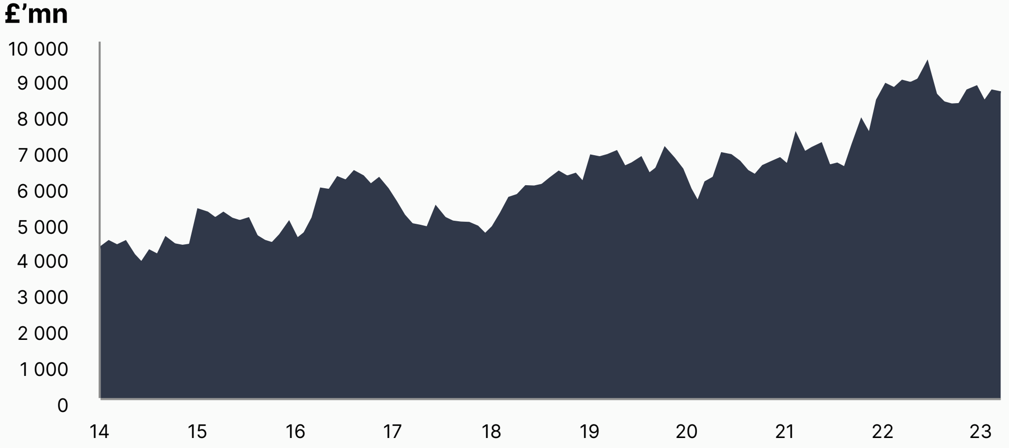
Maintaining robust surplus liquidity

- We **maintain** a high level of readily available, **high-quality liquid assets** – targeting a minimum cash to customer deposit ratio of 25%. These balances have increased since Mar-13 (£4.5bn) to £8.6bn at 31 March 2023 **(representing 44.4% of customer deposits).** These balances have had a CAGR of 7.2% in the last 10 years
- At 31 March 2023, the **Liquidity Coverage Ratio** for **Investec Bank plc (solo basis) was 360% and the Net Stable Funding Ratio was 129%** – both metrics well ahead of current minimum regulatory requirements.

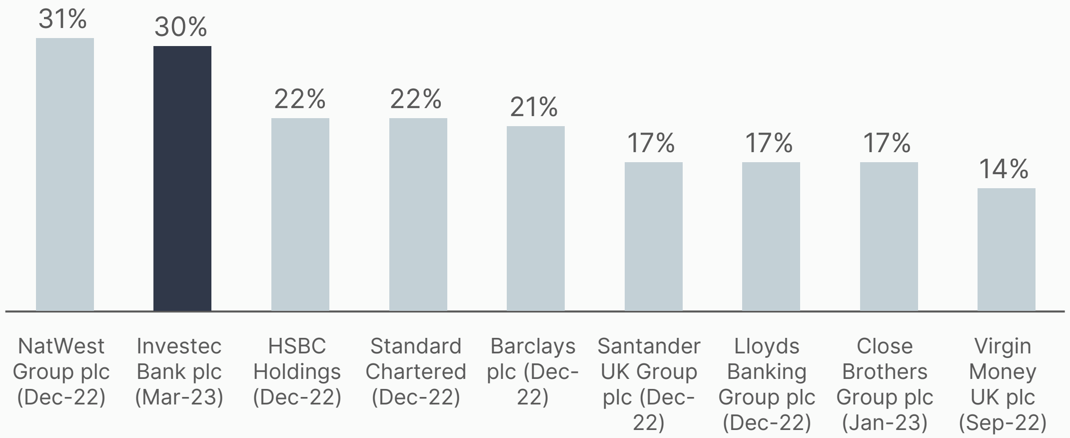
Cash and near cash composition



High level of cash and near cash balances



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



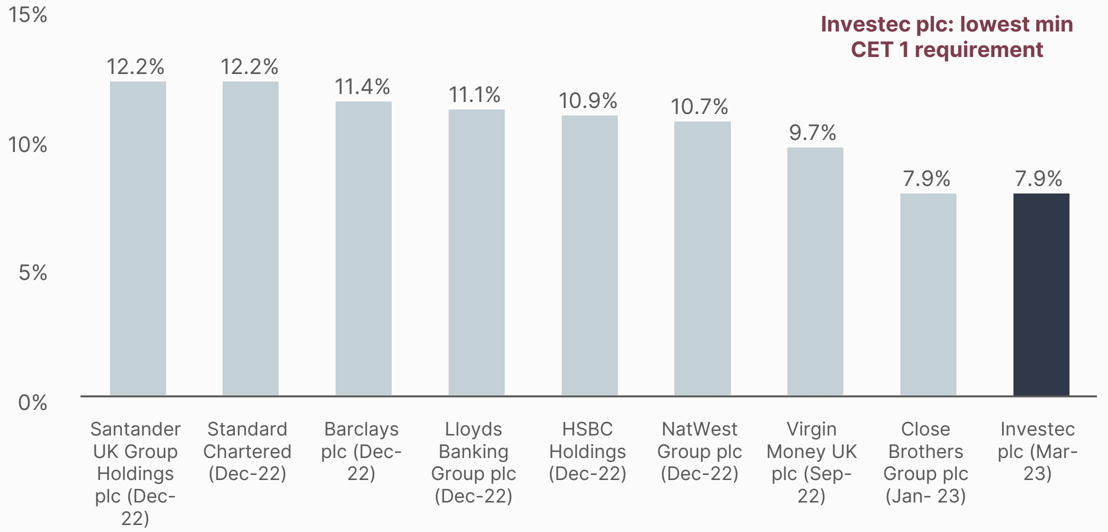
Sound capital ratios in excess of internal and regulatory minimums

Robust headroom of 3.8% above the MDA threshold (Investec plc[4])

Capital ratios: Investec Bank plc

	31 Mar 2023	31 Mar 2022[1]	Target
Common equity tier 1 (as reported)	12.7%	12.0%	>10%
Common equity tier 1 ('fully loaded')[1]	12.4%	11.6%	
Tier 1 (as reported)	14.1%	13.6%	>11%
Total capital ratio (as reported)	18.5%	18.2%	14% to 17%
Leverage ratio[2]	9.8%	9.3%	>6%
Leverage ratio – 'fully loaded'[1]	9.6%	9.1%	

Minimum CET 1 requirement %[3]



- 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.

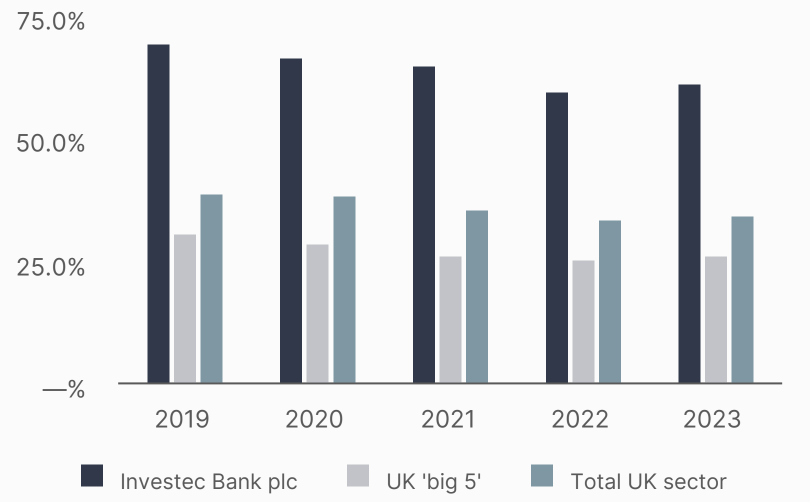
- Investec plc's minimum current CET1 requirement at 31 Mar 2023 is 7.9% comprising a 4.5% Pillar 1 minimum requirement, a 2.5% CCB, a 0.31% Pillar 2A requirement and a 0.63% Countercyclical Capital Buffer (CCyB)
- Investec plc's reported CET1 ratio was 13.1% at 31 Mar 2023, providing a 6.9% surplus 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

1 The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assume full adoption of IFRS 9 (including the 'quick fix' regulation in the UK).
2 The leverage ratios are calculated on an end-quarter basis. In the UK, the 31 Mar 2023 leverage ratio is calculated applying the UK leverage ratio framework, which applies to all UK firms from 1 Jan 2022. The 31 March 2022 comparative is calculated on a Capital Requirements Directive (CRD) IV basis
3 Information sourced from financial reports.
4 Investec Bank plc CET 1 minimum is not publicly disclosed; therefore, Investec plc CET 1 minimum has been disclosed.

We inherently hold more capital per unit of risk

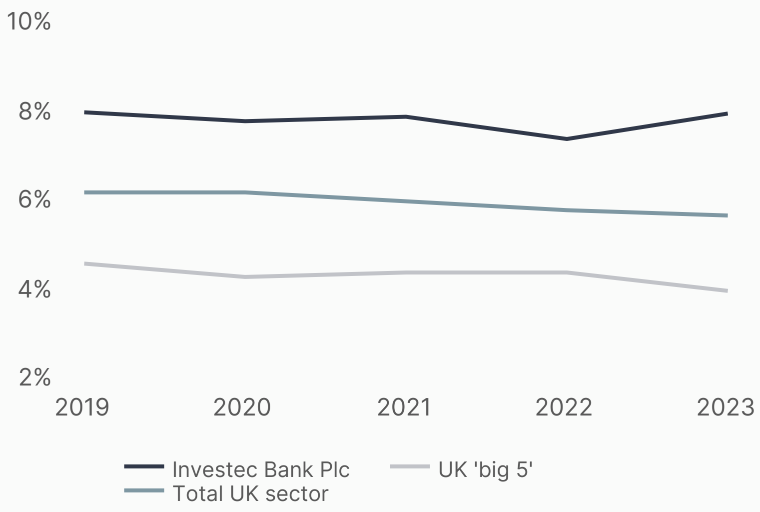
As we use the standardised approach for RWA calculations, our capital ratios are not directly comparable with peers

RWA density – Total RWA/Total Assets



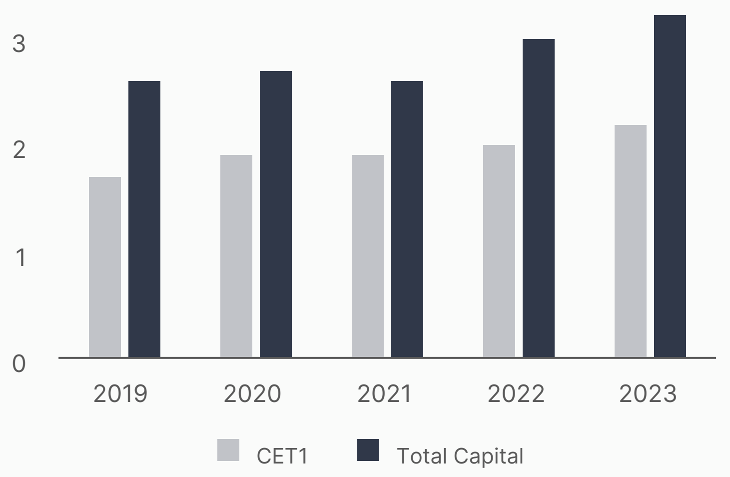
- We use the **Standardised Approach** for our RWA calculations – while peers are largely on the advanced approach. IBP is in the early stages of a process to migrate from the Standardised Approach to the Internal Ratings Based (IRB) approach
- The result is that our **RWA density at 61% is above** the sector average of 34.1%
- 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 7.8%** - which is 229bps 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.5% and c.6% CAGR, respectively, since 2019.

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 at the December 2022 period as this is the closest match to the period under review (Investec Bank plc's 31 March 2023 financial year-end).

Investec

OUT OF THE ORDINARY

Further information and peer analysis

Private Clients

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

Journey to profitability

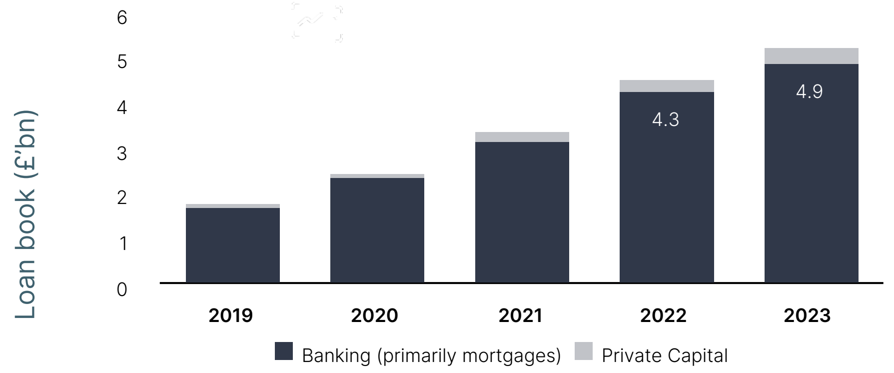
£'mn	Mar-21	Mar-22	Mar-23
Revenue	36.5	75.3	135.50
ECL impairments	(1.5)	(2.4)	(6.30)
Costs	(38.0)	(42.0)	(59.0)
Profit	**(3.0)**	**30.8**	**70.2**
Loan book growth	37.2%	35.1%	15%

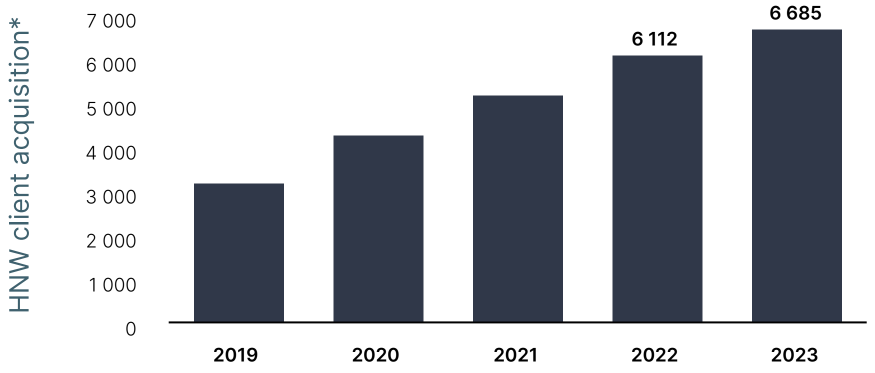
- The results reflect our success in executing our HNW client acquisition strategy. This has translated into strong growth in lending, profitability, and market share. Our HNW client activity also connects to the rest of the client ecosystem, where our client-centric, One Investec approach enables us to win mandates in other areas
- We continue to collaborate with our Wealth & Investment business to provide an integrated HNW proposition. In addition, the ability to provide our UK private banking offering to South African clients seeking an international proposition continues to be a key differentiator for the Group
- The credit loss ratio on the private client mortgage book remains low at c.4bps indicative of the the strong credit performance of the book.

Note:

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

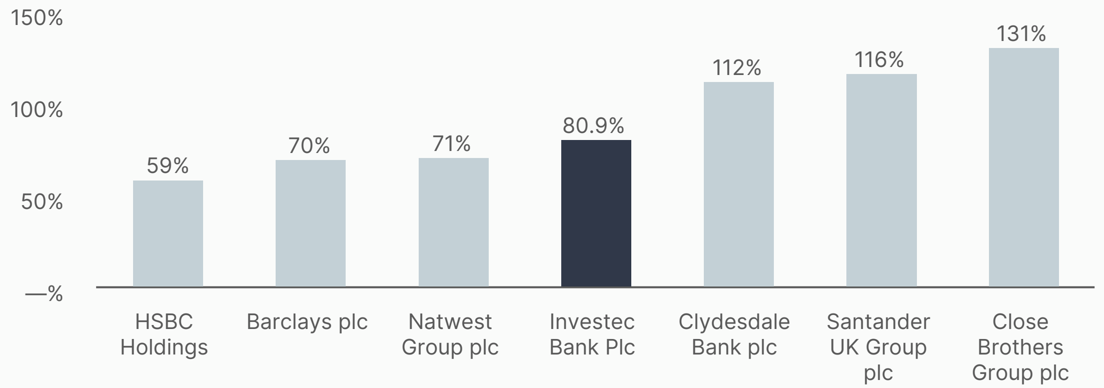
Growth



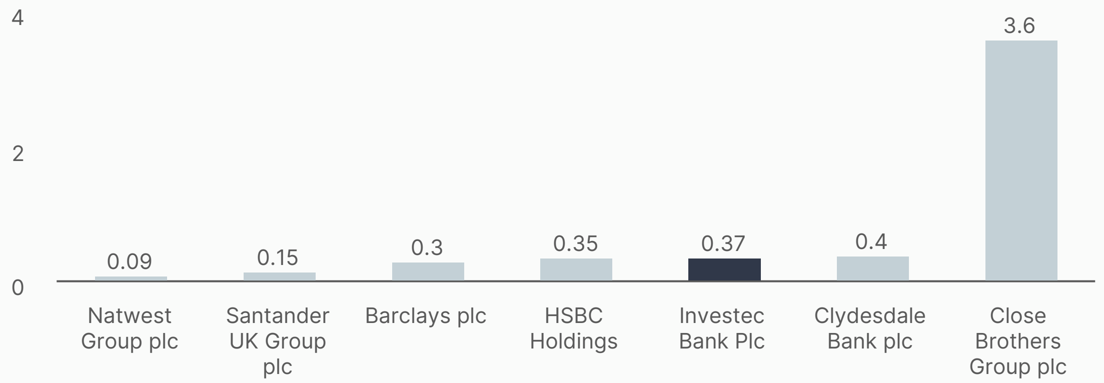


Investec Bank plc: peer group comparisons

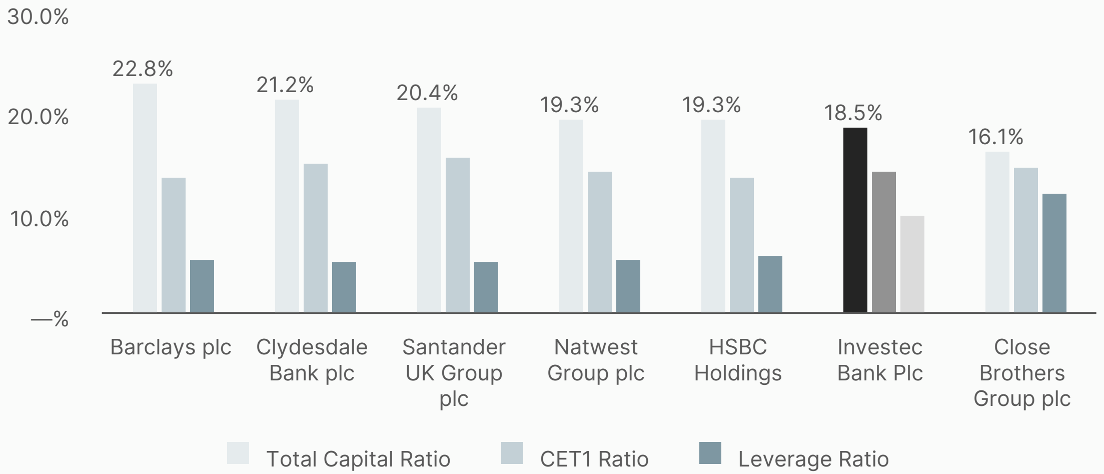
Funding: Loans and advances to customers as a % of customer deposits (smaller number is better)



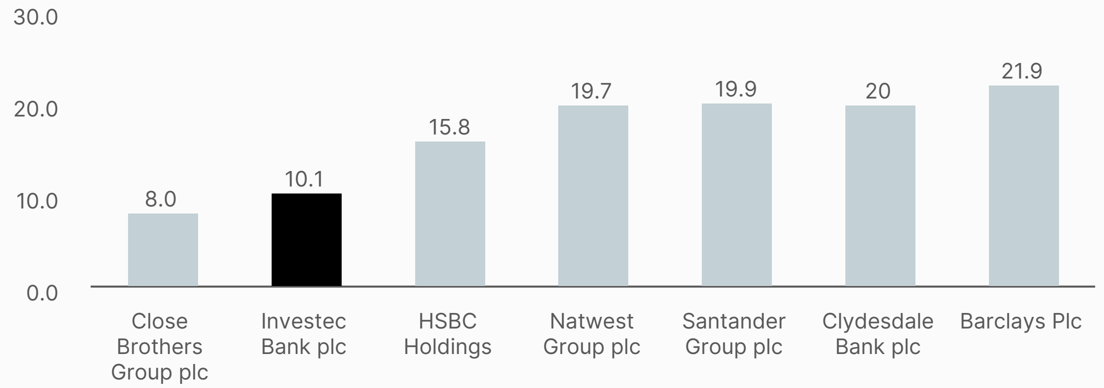
Credit loss ratio: ECL impairment charges as a % of average core loans and advances (smaller number is better)



Capital ratios[1] (larger number is better)



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



Source: Company year end/interim financial results as at 18 May 2023. [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% at 31 March 2023, which is substantially higher than some other UK banks which have an average RWA density of c.34%.

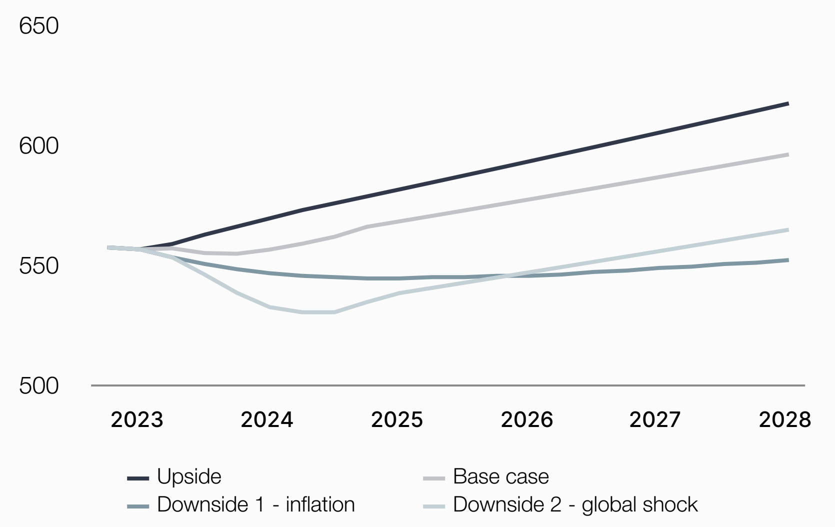
Appendix

IFRS 9 macro-economic scenario forecasts

For IBP, 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 macro economic scenarios and their relative applied weightings as at 31 March 2023.

The scenario weightings were reassessed taking into account changes to the balance of risks as well as the updated scenario forecasts. Adjustments have been made to the composition of the downside scenarios with the downside 1 - inflation scenario updated to reflect entrenched inflation remaining until the end of the time horizon, rather than a high, temporary peak. The changes reflect; reduced uncertainty in the base case, which at 31 March 2022 was set against the start of the war in Ukraine; an increased tail-risk, as encapsulated by downside 2 - global shock given the recent banking troubles; and a change to the nature of the downside 1 - inflation. scenario.

UK GDP forecast £'bn



Macro-economic scenarios	Upside %	Base case %	Downside 1 Inflation %	Downside 2 Global shock %
UK				
GDP growth	1.9	1.2	(0.2)	0.2
Unemployment rate	3.6	4.6	5.4	6.8
CPI inflation	2.5	2.2	5.8	2.1
House price growth	2.1	0.5	(1.7)	(4.6)
BoE – bank rate (end year)	2.8	2.8	4.5	1.0
Euro area				
GDP growth	2.1	1.4	0.1	0.2
US				
GDP growth	2.6	1.5	0.6	0.5
Scenario weightings	10	50	20	20

IBP: salient financial features

Key financial statistics	31 Mar 2023	31 Mar 2022	% Change
Total operating income before expected credit loss impairment charges (£'000)	1 308 577	1 073 332	21.9%
Operating costs (£'000)	833 061	760 286	9.6%
Adjusted operating profit (£'000)	408 776	287 683	42.1%
Earnings attributable to ordinary shareholder (£'000)	313 609	232 881	34.7%
Cost to income ratio (%)	63.7%	70.8%	
Total capital resources (including subordinated liabilities) (£'000)	3 520 937	3 305 924	6.5%
Total equity (£'000)	2 789 454	2 547 185	9.5%
Total assets (£'000)1	28 242 603	27 588 676	2.4%
Net core loans (£'000)	15 562 502	14 423 199	7.9%
Customer accounts (deposits) (£'000)	19 251 399	18 616 233	3.4%
Loans and advances to customers as a % of customer deposits	80.9%	77.5%	
Cash and near cash balances (£‘mn)	8 550	8 871	(3.6%)
Funds under management (£'mn)	42 422	44 419	(4.5%)
Total gearing ratio (i.e. total assets to equity)	10.1x	10.8x	
Total capital ratio	18.5%	18.2%	
Tier 1 ratio	14.1%	13.6%	
CET 1 ratio	12.7%	12.0%	
Leverage ratio	9.8%	9.3%	
Leverage ratio – ‘fully loaded’	9.6%	9.1%	
Stage 3 exposure as a % of gross core loans subject to ECL	2.3%	2.1%	
Stage 3 exposure net of ECL as a % of net core loans subject to ECL	1.8%	1.6%	
Credit loss ratio	0.37%	0.17%	

IBP: income statement

£'000	31 Mar 2023	31 Mar 2022	% Change
Interest income	1 445 322	719 538	>100%
Interest expense	(696 297)	(223 230)	>100%
Net interest income	**749 025**	**496 308**	50.9 %
Fee and commission income	456 215	508 929	(10.4)%
Fee and commission expense	(15 372)	(14 697)	4.6 %
Investment income	5 003	10 579	(52.7)%
Share of post taxation profit of associates and joint venture holdings	660	1 988	(66.8)%
Trading income/(loss) arising from			
– customer flow	87 366	60 372	44.7 %
– balance sheet management and other trading activities	13 060	(1 305)	(>100%)
Other operating income	12 620	11 158	13.1 %
Total operating income before expected credit loss impairment charges	**1 308 577**	**1 073 332**	21.9 %
Expected credit loss impairment charges	(66 740)	(25 363)	163.1 %
Operating income	**1 241 837**	**1 047 969**	18.5 %
Operating costs	(833 061)	(760 286)	9.6 %
Operating profit before acquired intangibles and strategic actions	**408 776**	**287 683**	42.1 %
Impairment of goodwill	(805)	–	
Amortisation of acquired intangibles	(12 625)	(12 936)	(2.4)%
Closure and rundown of the Hong Kong direct investments business	(480)	(1 203)	(60.1)%
Operating profit	**394 866**	**273 544**	44.4 %
Profit before taxation	**394 866**	**273 544**	44.4 %
Taxation on operating profit before acquired intangibles and strategic actions	(83 288)	(42 174)	97.5 %
Taxation on acquired intangibles and strategic actions	2 031	1 511	34.4 %
Profit after taxation	**313 609**	**232 881**	34.7 %
Profit / Loss attributable to non-controlling interests	—	–	
Earnings attributable to shareholder	**313 609**	**232 881**	34.7 %

IBP: balance sheet

£'000	31 Mar 2023	31 Mar 2022
Assets		
Cash and balances at central banks	5 400 401	5 379 994
Loans and advances to banks	892 791	1 467 039
Reverse repurchase agreements and cash collateral on securities borrowed	1 338 699	1 447 473
Sovereign debt securities	1 221 744	1 165 777
Bank debt securities	204 691	61 714
Other debt securities	697 275	437 649
Derivative financial instruments	680 262	717 457
Securities arising from trading activities	127 537	163 165
Investment portfolio	311 618	333 221
Loans and advances to customers	15 567 809	14 426 475
Other loans and advances	172 087	147 025
Other securitised assets	78 231	93 087
Interests in associated undertakings and joint venture holdings	10 851	11 444
Deferred taxation assets	111 513	109 542
Current taxation assets	9 890	15 727
Other assets	993 385	1 161 549
Property and equipment	121 014	155 055
Goodwill	249 503	244 072
Software	9 415	7 066
Other acquired intangible assets	43 887	44 145
Total assets	**28 242 603**	**27 588 676**

IBP: balance sheet (continued)

£'000	31 Mar 2023	31 Mar 2022
Liabilities		
Deposits by banks	2 172 170	2 026 573
Derivative financial instruments	704 816	863 295
Other trading liabilities	28 184	42 944
Repurchase agreements and cash collateral on securities lent	139 529	154 828
Customer accounts (deposits)	19 251 399	18 616 233
Debt securities in issue	1 140 879	1 120 841
Liabilities arising on securitisation of other assets	81 609	95 885
Current taxation liabilities	4 813	2 082
Deferred taxation liabilities	—	–
Other liabilities	1 198 267	1 360 071
	24 721 666	**24 282 752**
Subordinated liabilities	731 483	758 739
	25 453 149	**25 041 491**
Equity		
Ordinary share capital	1 280 550	1 280 550
Share premium	199 538	199 538
Capital reserve	153 177	153 177
Other reserves	34 814	1 667
Retained income	870 424	661 420
Shareholder's equity excluding non-controlling interests	**2 538 503**	**2 296 352**
Additional Tier 1 securities in issue	250 000	250 000
Non-controlling interests in partially held subsidiaries	951	833
Total equity	**2 789 454**	**2 547 185**
Total liabilities and equity	**28 242 603**	**27 588 676**

IBP: segmental analysis of operating profit

		Specialist Banking		
For the financial year ended 31 March 2023 **£'000**	**Wealth & Investment**	**Private Banking**	**Corporate, Investment Banking & Other**	**Total Group**
Net interest income	28 150	128 945	591 930	749 025
Fee and commission income	333 192	2 120	120 903	456 215
Fee and commission expense	(691)	(174)	(14 507)	(15 372)
Investment income	7	141	4 855	5 003
Share of post taxation profit of associates and joint venture holdings	—	—	660	660
Trading income arising from				
- customer flow	1 252	4 449	81 665	87 366
- balance sheet management and other trading activities	10	13	13 037	13 060
Other operating income	—	—	12 620	12 620
Total operating income before expected credit loss impairment charges	**361 920**	**135 494**	**811 163**	**1 308 577**
Expected credit loss impairment releases/(charges)	2	(6 344)	(60 398)	(66 740)
Operating income	**361 922**	**129 150**	**750 765**	**1 241 837**
Operating costs	(270 195)	(58 996)	(503 870)	(833 061)
Operating profit before acquired intangibles and strategic actions	—			
Profit attributable to non-controlling interests	**91 727**	**70 154**	**246 895**	**408 776**
Adjusted operating profit	—	—	—	—
	91 727	**70 154**	**246 895**	**408 776**
Selected returns and key statistics				
Cost to income ratio	74.7%	43.5%	62.1%	63.7%
Total assets (£'mn)	1 061	5 202	21 979	28 242

IBP: segmental analysis of operating profit

		Specialist Banking		
For the financial year ended 31 March 2022 **£'000**	**Wealth & Investment**	**Private Banking**	**Corporate, Investment Banking & Other**	**Total Group**
Net interest income	2 268	70 692	423 348	496 308
Fee and commission income	344 685	1 579	162 665	508 929
Fee and commission expense	(656)	(23)	(14 018)	(14 697)
Investment income	(2)	816	9 765	10 579
Share of post taxation profit of associates and joint venture holdings	—	—	1 988	1 988
Trading income arising from				
- customer flow	1 194	2 228	56 950	60 372
- balance sheet management and other trading activities	(307)	2	(1 000)	(1 305)
Other operating income	—	—	11 158	11 158
Total operating income before expected credit loss impairment charges	**347 182**	**75 294**	**650 856**	**1 073 332**
Expected credit loss impairment releases/(charges)	(5)	(2 432)	(22 926)	(25 363)
Operating income	**347 177**	**72 862**	**627 930**	**1 047 969**
Operating costs	(259 496)	(42 034)	(458 756)	(760 286)
Operating profit before acquired intangibles and strategic actions	—		—	
Profit attributable to non-controlling interests	**87 681**	**30 828**	**169 174**	**287 683**
Adjusted operating profit	—	—	—	—
	87 681	**30 828**	**169 174**	**287 683**
Selected returns and key statistics				
Cost to income ratio	74.7%	55.8%	70.5%	70.8%
Total assets (£'mn)	1 137	4 528	21 924	27 589

IBP: asset quality under IFRS 9

£'mn	31 March 2023	31 Mar 2022
Gross core loans	**15 709**	**14 557**
Gross core loans at FVPL	551	609
Gross core loans subject to ECL1	**15 158**	**13 948**
Stage 1	13 494	12 665
Stage 2	1 321	992
of which past due greater than 30 days	35	28
Stage 3	343	291
ECL	**(146)**	**(134)**
Stage 1	(39)	(32)
Stage 2	(32)	(35)
Stage 3	(75)	(67)
Coverage ratio		
Stage 1	0.29%	0.25%
Stage 2	2.4%	3.5%
Stage 3	21.9%	23.0%
Credit loss ratio	**0.37%**	**0.17%**
ECL impairment charges on core loans	(54)	(22)
Average gross core loans subject to ECL	**14 553**	**12 958**
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECL	268	224
Aggregate collateral and other credit enhancements on Stage 3	280	230
Stage 3 as a % of gross core loans subject to ECL	2.3%	2.1%
Stage 3 net of ECL as a % of net core loans subject to ECL	1.8%	1.6%

IBP: capital adequacy

£'mn	31 Mar 2023	31 Mar 2022
Tier 1 capital		
Shareholders' equity	2 486	2 215
Non-controlling interests	–	–
Regulatory adjustments to the accounting basis	**15**	**71**
Deductions	(306)	(304)
Common equity tier 1 capital	**2 195**	**1 982**
Additional Tier 1 instruments	250	250
Tier 1 capital[2]	**2 445**	**2 232**
Tier 2 capital	**764**	**766**
Total regulatory capital	**3 209**	**2 998**
Risk-weighted assets[2]	**17 308**	**16 462**
Capital ratios		
Common equity tier 1 ratio[2]	12.7%	12.0%
Tier 1 ratio[2]	14.1%	13.6%
Total capital ratio[2]	18.5%	18.2%

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 2023 integrated report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratios would be 21bps (31 Mar 2022) 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).

UK 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

Zero coal by 31 March 2027
Made a commitment to have zero coal exposure by 31 March 2027

Participated in climate dialogues as part of our **Net-Zero Banking Alliance membership**

W&I signed up as a **CDP Signatory** and joined the non-disclosure campaign

Equality commitments

10 REDUCED INEQUALITIES

Group Board
43% ethnicity
43% women

Cost of living crisis
1mn meals
To those in food poverty in the UK

Transformation
Became a proud member of the **Business Disability Forum**

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)

Best ESG Research – Won the Best Specialist ESG Research in the **ESG Investing Awards** in the UK, 2022

0.10% – **Thermal coal exposure (£15mn)** as a percentage of gross core loans (Mar-22: 0.05%)

Investec plc committed to zero coal exposure in their loan book by 31 March 2027

Wealth & Investment

Signatory to **Climate Action 100+**

Joined the Institutional Investors Group on Climate Change (IIGCC)

8th – Ranking by the Charity Finance Fund Management Fund Survey for the Investec **UK Charities team** by FUM

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

Focused on doing well and doing good

Other highlights

Specialist banking

- Rolled out a **sustainability awareness programme** aimed at identifying sustainability business opportunities
- Participated in climate dialogues as part of our **Net-Zero Banking Alliance membership**
- Participated in the **Partnership of Carbon Accounting Financials** (PCAF)
- Investec Group joined the **Partnership for Biodiversity Accounting Financials** (PBAF)
- **Exceeded £1bn in student accommodation** since 2011 which has provided 22 000 beds across 55 schemes in 23 UK cities
- Specialist Banking UK Private Client Group embedded an ESG framework into the lending process
- Incorporated ESG considerations into our equity research product in the UK (using ESG data from Integrum)
- Won **Best Specialist ESG Research** at the 2022 ESG Investing Awards.

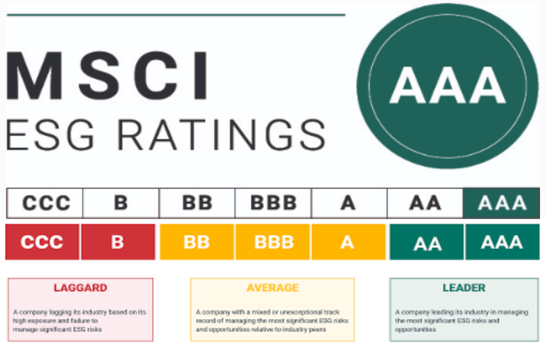
Wealth & Investment

- Continued inflows into the Investec Global Sustainable Equity Fund - **$46.2mn** (since launch in Mar-21)
- Our executive team and Investment & Research Office are **enhancing sustainable finance knowledge** through participation in the CISL programme
- Joined the Institutional Investors Group on Climate Change (IIGCC)
- Remain signatories to the Financial Reporting Council's revised UK Stewardship Code
- Remain active members of Climate Action 100+

Top of UK peers across the most credible international ESG ratings

1 MSCI ESG Ratings

TOP 2% in the financial services sector in the **MSCI Global Sustainability Index**



Investec
Schroders
Abrdn

Julius Baer
HSBC
Barclays
Lloyds
Natwest
Standard Chartered

Hargreaves Lansdown

2 Sustainalytics Ratings

TOP 14% of globally assessed companies in the **Global Sustainability Leaders Index**

SUSTAINALYTICS
a Morningstar company

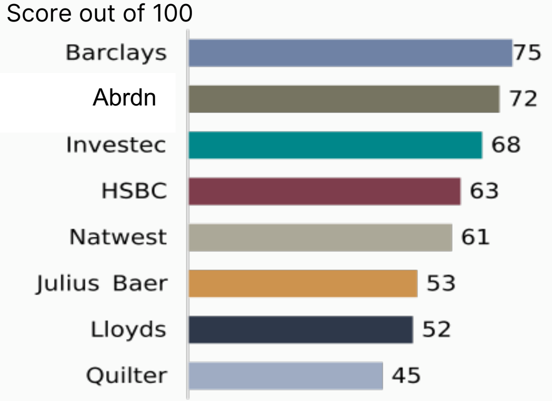
Negligible	Low	Medium	High	Severe
0 - 10	10 - 20	20 - 30	30 - 40	40+

Investec 14.8* (17.3)
Julius Baer 15.6
Abrdn 16.7
NatWest 17.4
Virgin Money 17.4

Rathbone Group
Lloyds
HSBC
Quilter
Barclays
Close Brothers
Brewin Dolphin
Hargreaves Lansdown
Standard Chartered

3 S&P Corporate Sustainability Assessment

TOP 2% of diversified financials in the **S&P Corporate Sustainability Assessment rating**



MEMBER OF
Dow Jones Sustainability Indices
In collaboration with SAM
a RobecoSAM brand

Only Investec and Abrdn included

"A company leading its industry in managing the most significant ESG risks and opportunities"

Ratings as at 1 May 2023.

* Score on 2021 baseline