Investec

OUT OF THE ORDINARY

Investec Bank plc

Investor generic presentation

November 2023

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

Contents

Overview of Investec Group

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

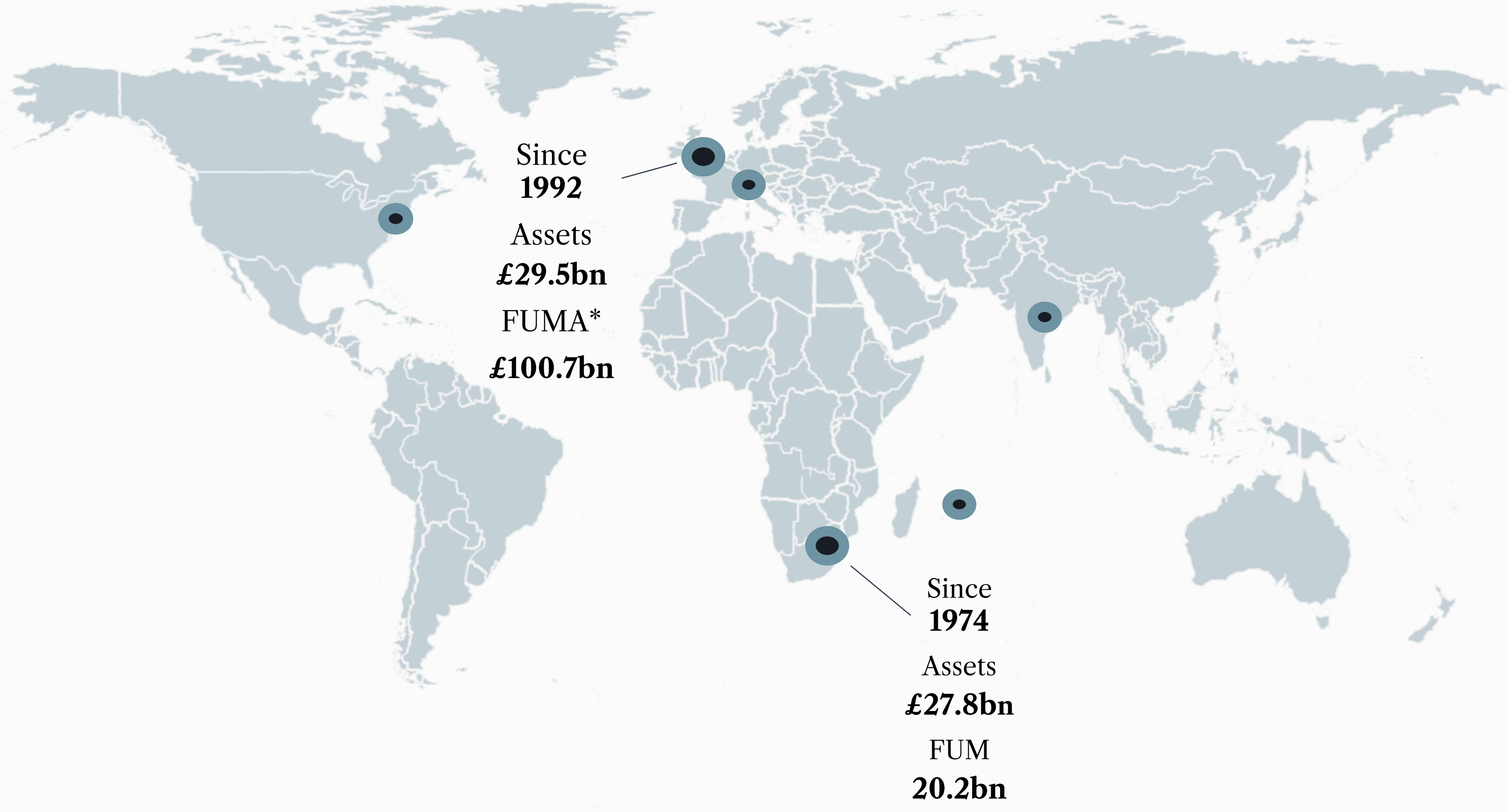
Investec Wealth & Investment SA Group

- 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.

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

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

* Including temporary employees and contractors

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**

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

- Committed to zero thermal coal in our loan book by 31 March 2030
- Partnered with Proparco in an $80mn package to implement the Transforming Financial Systems for Climate programme in SA
- Completed a pro-climate assessment within Investec Limited to identify improvement areas towards our net-zero goals

Equality commitments

- Group board: 50% ethnic diversity and 55% women
- Cost of living crisis: 1mn meals to those in food poverty in UK
- Transformation: R454mn procurement from black women-owned suppliers in South Africa

SUSTAINABLE FINANCE

- Continued inflows into Investec Global Sustainable Equity Fund of $50mn (since launch in Mar 21)
- Co-arranged a commercial loan to the value of €178mn to develop and rehabilitate essential water supply infrastructure across 111 locations, enhancing access to potable water in these areas
- Closed a commercial facility for three Angola hospitals to the value of €225mn

MINIMAL LENDING TO COAL

- 0.07% thermal coal exposure as a % of gross core loans at 30 September 2023 (Mar 23: 0.10%)
- Investec plc committed to zero coal in the loan book by 31 March 2027
- Investec Limited committed to zero thermal coal in the loan book by 31 March 2030

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

Overview of Investec Bank plc

02

Investec Bank plc

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

Total assets	Net core loans	Customer deposits	Funds under management	Employees
£29.3bn	£16.3bn	£20.0bn	Rathbones Group Plc FUMA: £100.7bn	2 200+

Key highlights

Diversified revenue streams with a solid recurring income base

- Balanced and defensive business model comprising two **core business activities: Specialist Banking and access to a diversified wealth management offering through our strategic long-term partnership with Rathbones**
- Geographic and operational diversity with a high level of **annuity income[1] accounting for 69.3% of total operating income**
- **Rathbones Group Plc,** of which we hold a 41.25% economic interest, had FUMA of **£100.7bn at 30 Sept 2023.**

Sound balance sheet

- Never required shareholder or government support
- **Robust capital base:** 12.6% CET1[2] ratio, strong leverage ratio of 9.3%[3] and total capital ratio of 18.0%
- **Strong liquidity ratios** with high level of readily available liquid assets, representing 43.5% of customer deposits (cash and near cash: £8.7bn)
- **Diversified funding base** with strong retail deposit franchise and low reliance on wholesale funding; customer deposits grew 5.2% since March 2023
- 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 61.5%[4].**

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

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 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 31bps (31 Mar 2023: 21bps) higher, on this basis.

3 The leverage ratios are calculated on an end-quarter basis. In the UK, the 30 September 2023 leverage ratio is calculated applying the UK leverage ratio framework, which applies to all UK firms from 1 Jan 2022

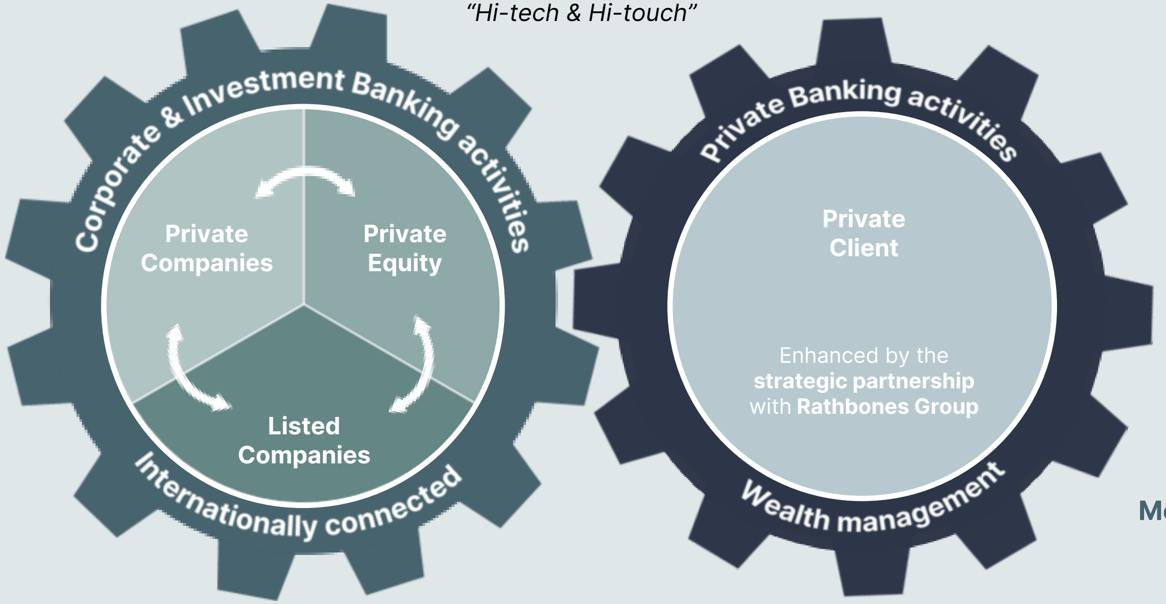
4 Risk-weighted assets as a percentage of total assets

Strategic positioning

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

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

"Hi-tech & Hi-touch"



Meeting our clients' business needs

Meeting our clients' personal needs

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

Lending | **Advisory** | **Hedging** | **Transactional banking** | **Deposits**

What makes us distinct

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

Wealth & Investment UK

Combination with Rathbones

1

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

Rathbones FUMA at 30 September 2023

£100.7 billion

2

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

3

Focused on **continuing connectivity** through the strategic partnership

4

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

41.25% **shareholding**

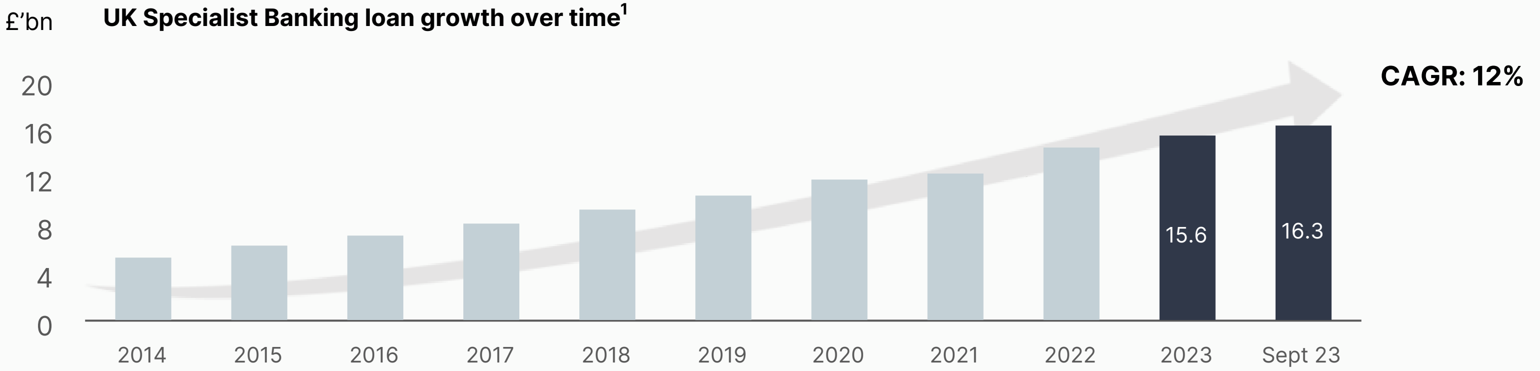
in Rathbones Group

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]



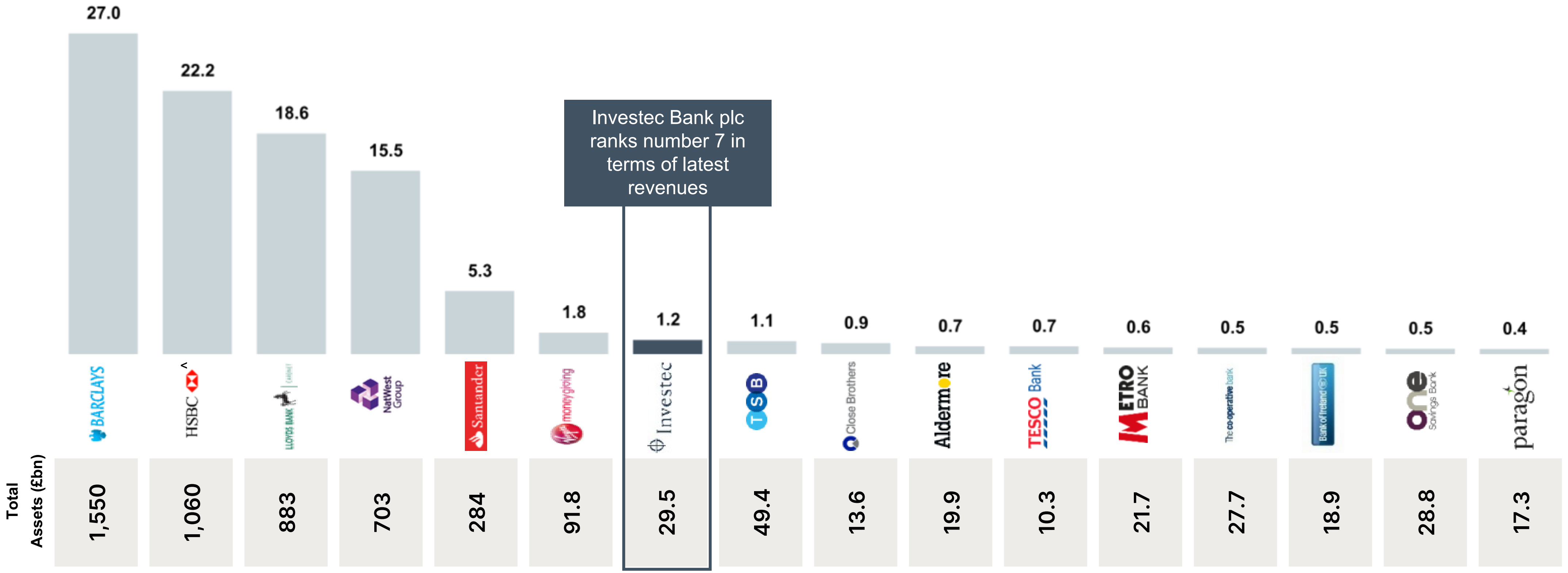
Permanent employees	**2 200+**
% Contribution to revenue[2] of Investec Group	**c.54%**
% Contribution to loan book of Investec Group	**c.53%**

1 Information for financial years prior to 2019 reflects the results of the ongoing business (excluding UK Specialist Bank legacy assets and businesses sold). Information from FY19 onwards is presented on a statutory basis.
2 Investec Bank plc's Specialist Banking's total operating income before expected credit loss impairment charges as a percentage of the Investec Group's pro-forma revenue (for the six months ended Sept 2023). Given the nature of the IW&I UK all-share combination with Rathbones, the Group essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be more comparable to the future presentation of returns from this investment and given its new holding structure, proforma information has been prepared as if the transaction had been in effect from the beginning of the period, i.e. IW&I UK has been presented as an equity accounted investment. The measurement of the total contribution to profit remains based on the accounting prior to loss of control, and has not been adjusted for the change in holding structure.
3 Formally known as Growth & Leveraged Finance.

Investec plc ranks 7th for UK banks by revenue

- Investec plc is a substantial business generating revenues of £611mn (on a pro-forma basis^) during the 6 months to September 2023 (£1.2bn annualised).
- The chart below shows the relative revenue generation compared to the rest of the UK banking market 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 30 June 2023 disclosures, with the exception of Investec plc and Virgin Money UK plc which are shown as at 30 September 2023, Paragon Banking Group plc which is shown as at 31 March 2023, Tesco Personal Finance Group plc which is shown as at 31 August 2023, Close Brothers Group plc which is shown at 31 July 2023 as well as TSB Banking Group plc and Bank of Ireland (UK) plc which are shown as at 31 December 2022. Revenues have been annualised where necessary. ^Figures shown relate to HSBC UK Bank plc and HSBC Bank plc

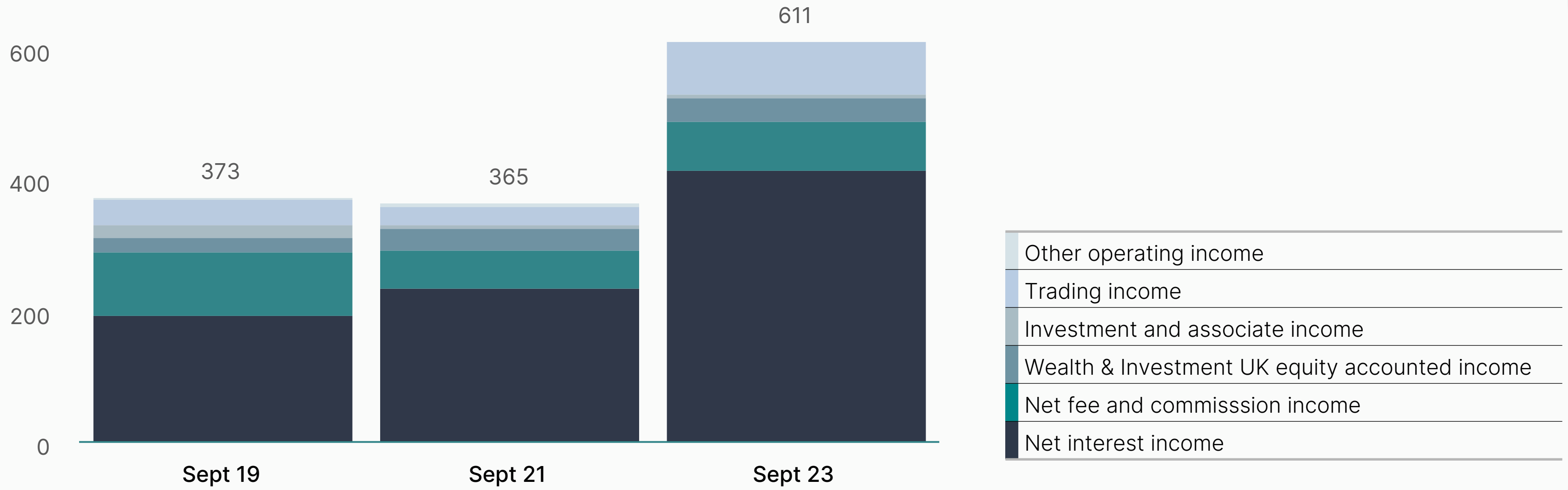
^ Given the nature of the IW&I UK all-share combination with Rathbones, the Group essentially retains similar economic interest to this investment before and after the transaction. In order to provide information that will be more comparable to the future presentation of returns from this investment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

Investec Bank plc operating fundamentals

03

Profitability supported by diversified revenue streams

Revenue mix (£'mn)^



- **Solid annuity income base (1H2024: 69.3%)** comprising net interest income and annuity fee and commission income
- **Diversified, quality revenue mix:**
  - Lending franchises driving net interest income at c.68% of revenue
  - Wealth & Investment and lending franchises generating sound level of fees
  - Investment income a much lower proportion of total revenue

^ The revenue mix is shown on a pro-forma basis
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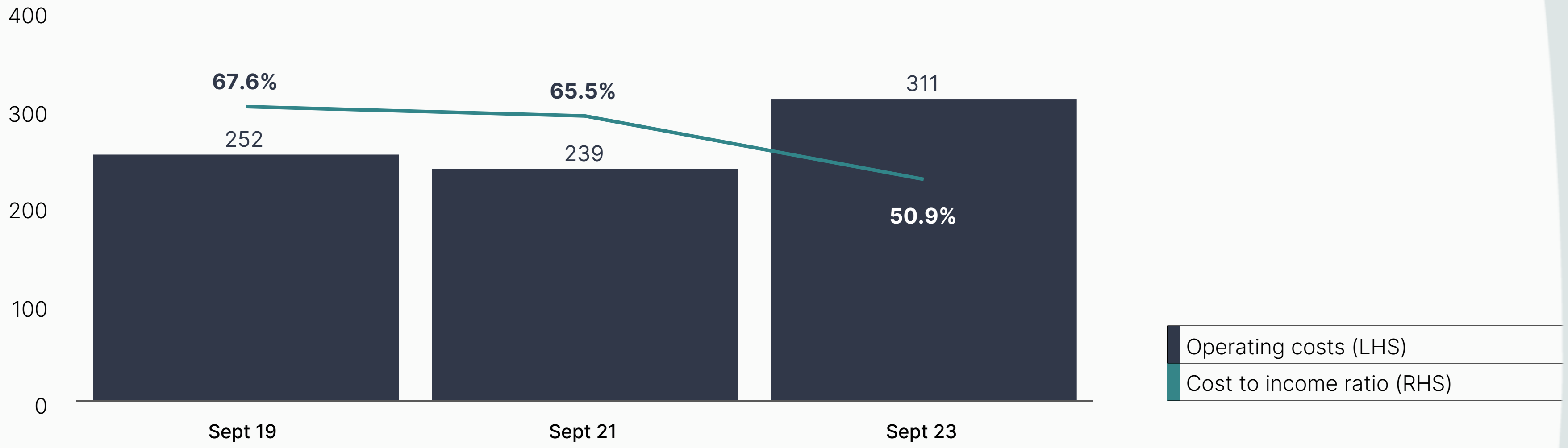
Cost to income ratio decreasing overtime

Costs and cost to income ratio^ (£'mn)



- **Focused on managing costs** while building for the future
  - Continue to leverage technology and existing capabilities to improve client experience and reduce costs
- **Operating costs** increased period-on-period due to higher variable remuneration in line with business performance
- The cost to income ratio improved to 50.9% on a pro-forma basis (1H2023: 59.5%). The drop in the cost to income ratio in September 2023 when compared to prior periods is due to:
  - Revenue growing well ahead of costs; and
  - The structural change of IW&I UK from a subsidiary to an associate where income net of costs is now recorded as associate revenue, whereas previously as a subsidiary, IW&I UK's income and costs were separately recorded in their respective line items
- On a continuing operations basis the 1H2024 cost to income ratio improved to 54.0% (1H2023: 63.8%).

^ The costs and cost to income ratio are shown on a pro-forma basis

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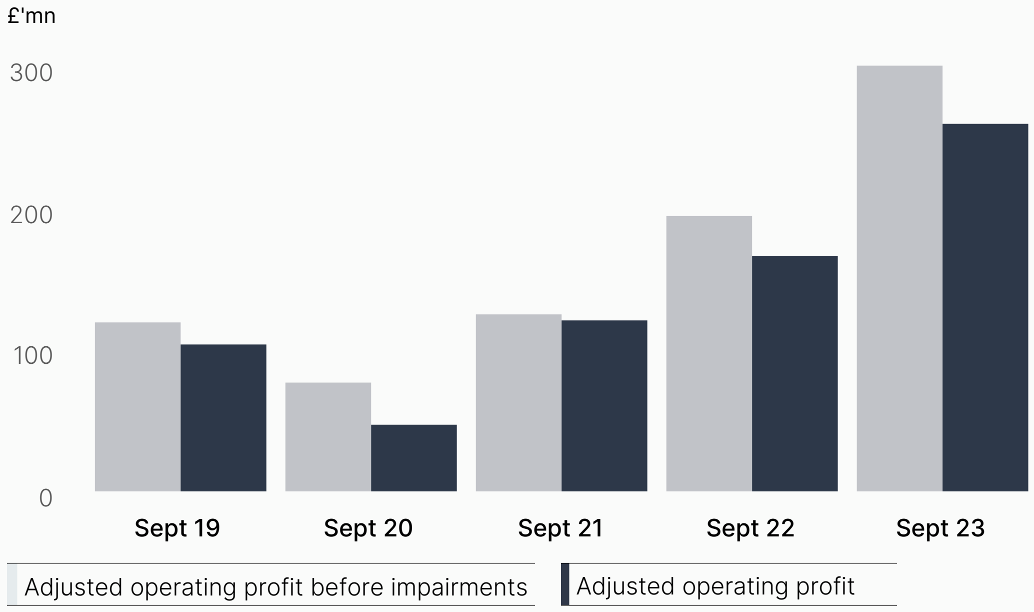
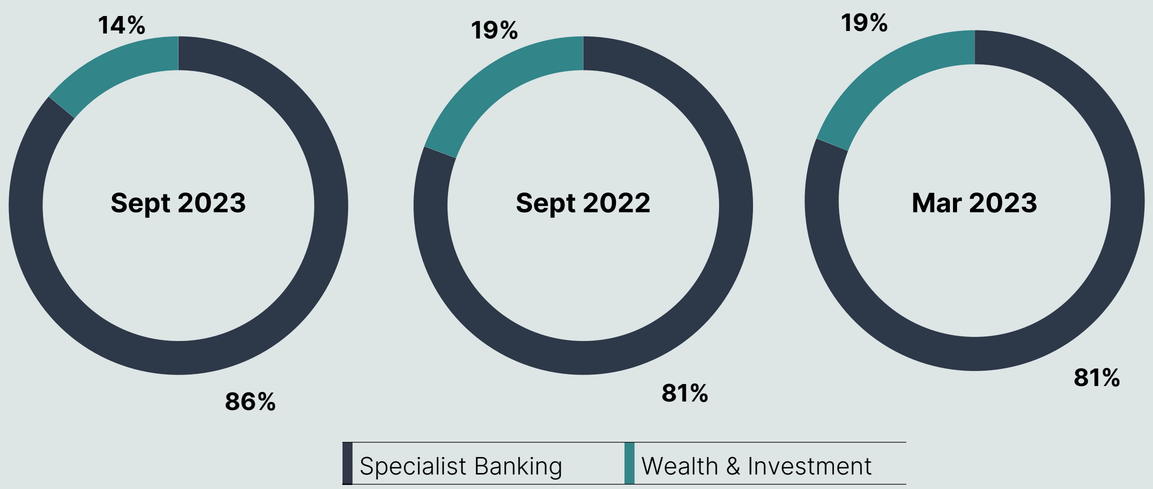
Profitability supported by diversified revenue streams

Adjusted operating profit[1^] (£'mn)



Business mix percentage contribution to adjusted operating profit[1^]



- We have grown adjusted operating profit from £275mn in 2019 to £409m at Mar 2023 (CAGR of c.10%)
- In the 2020 and 2021 financial years, results were impacted by elevated impairment charges related to the impact of the COVID-19 pandemic. Impairments decreased in the 2022 financial year, primarily due to lower specific impairments.

- Profitability is supported by a diversified, quality adjusted operating profit mix from the Specialist Banking business and Wealth & Investment offering
- In 1H2024, the Specialist Bank business delivered a solid set of results, with adjusted operating profit 64.9% ahead of the prior period. 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.
^ The revenue mix is shown on a pro-forma basis

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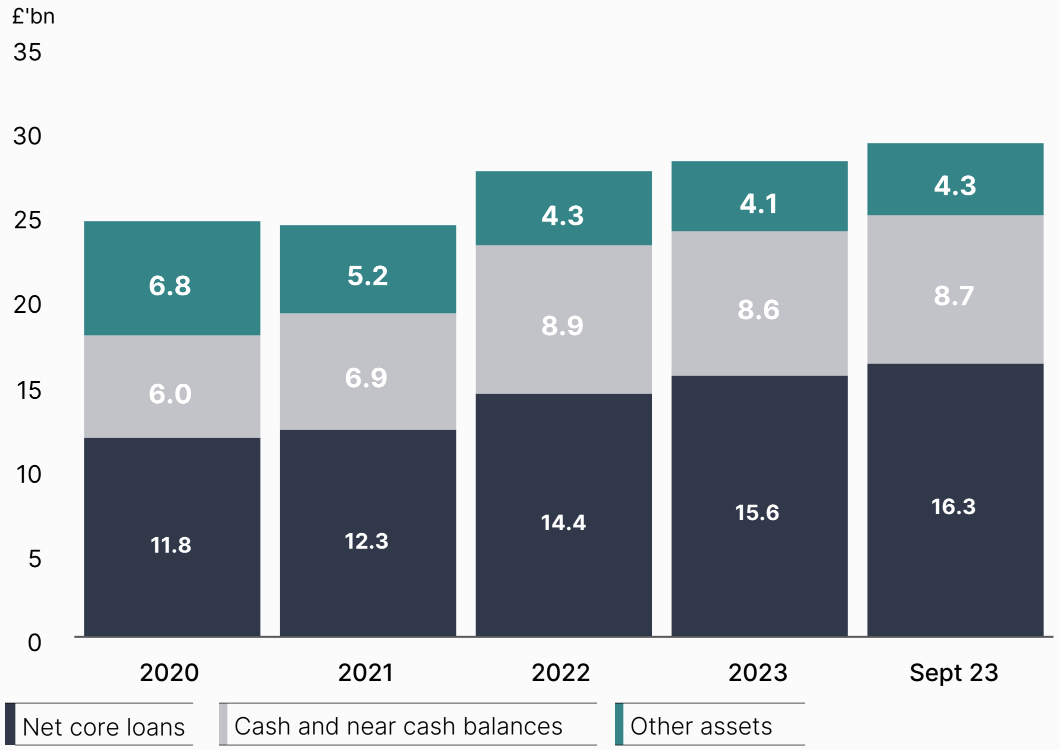
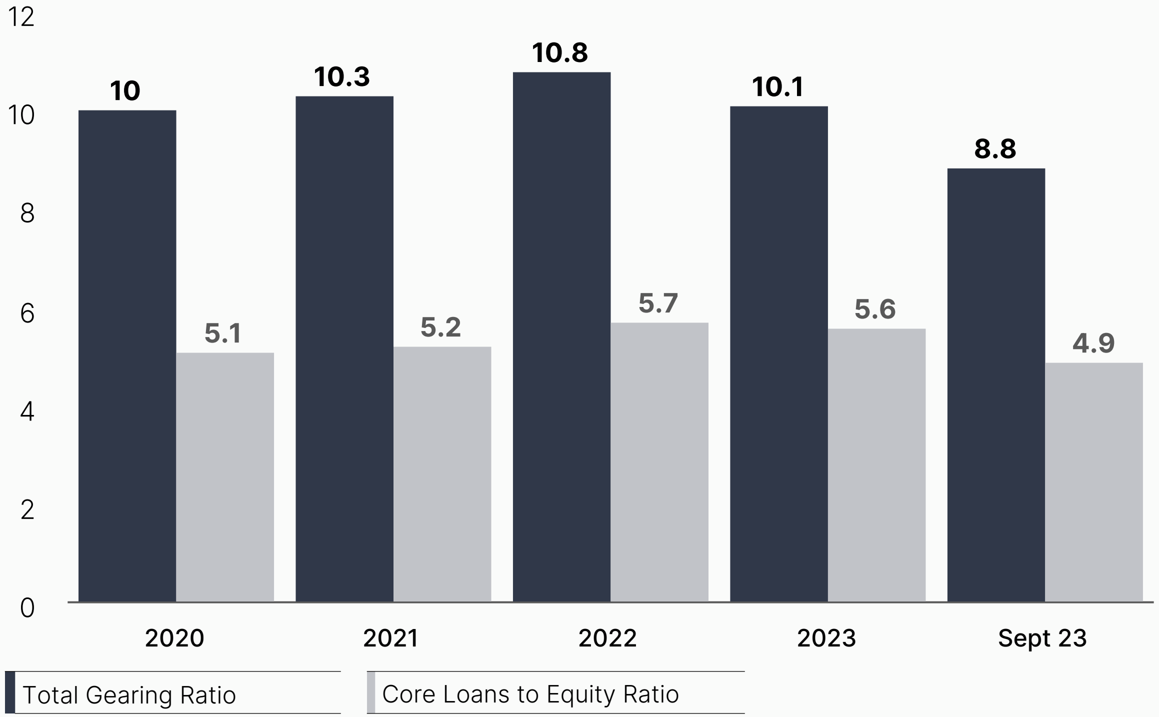
Consistent asset growth, gearing ratios remain low

Total assets composition



- 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).

Gearing[1] remains low



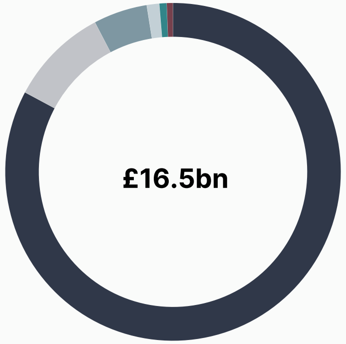
- We have **maintained low gearing ratios[1]** with total gearing at 8.8x and an average of 10.1x since September 2019

[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 9.1% annualised since 31 Mar 2023** 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



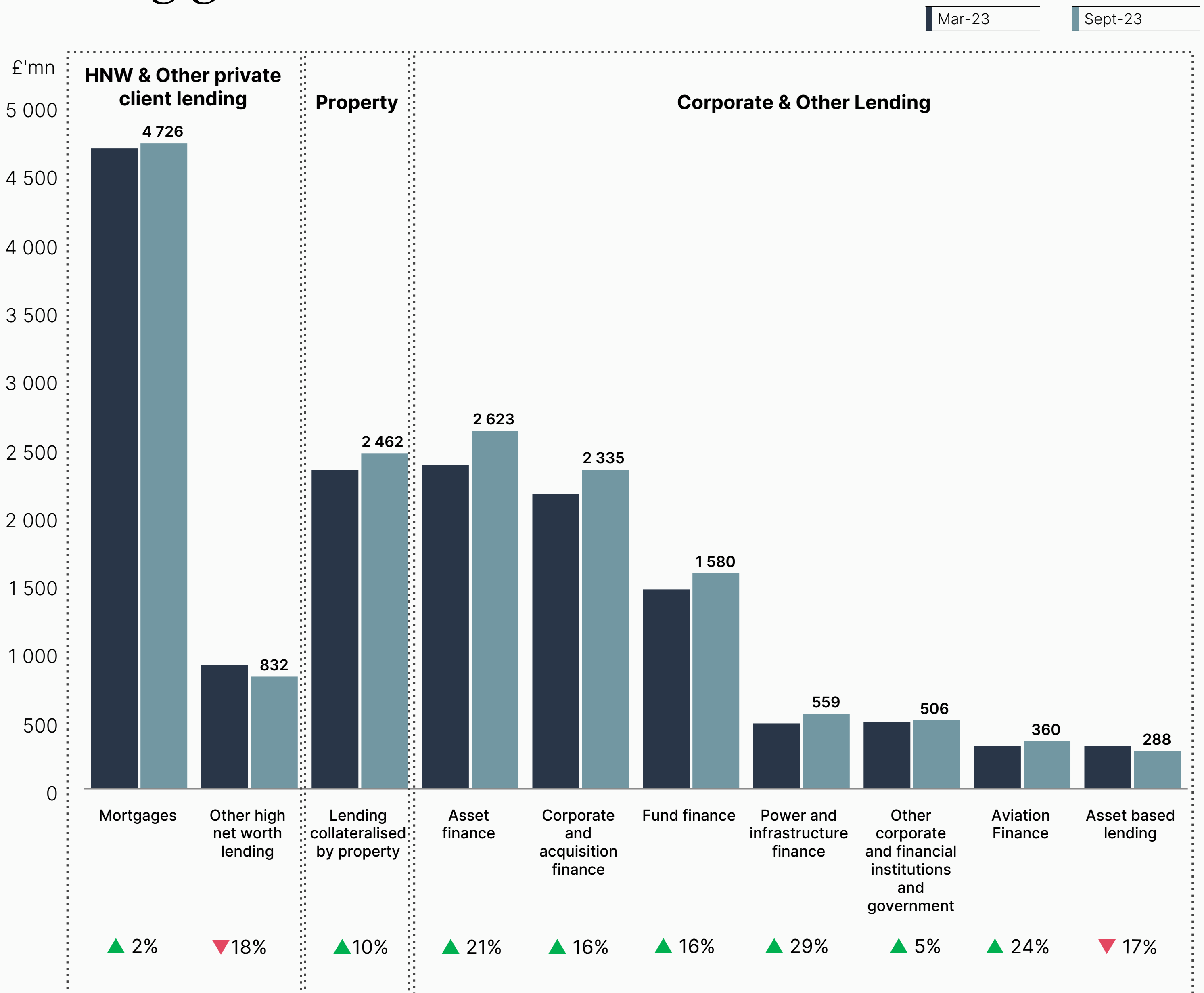
United Kingdom	82.9%	Asia	2.0%
Europe (excluding UK)	9.4%	Australia	0.2%
North America	4.9%	Other	0.6%

Gross core loans by risk category

Corporate and other lending	**51%**
Asset finance	16%
Corporate and acquisition finance	14%
Fund finance	10%
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	**34%**
Mortgages	29%
Other high net worth lending	5%

Strong growth in UK loan book



Continued client acquisition and strong demand for corporate lending across multiple asset classes

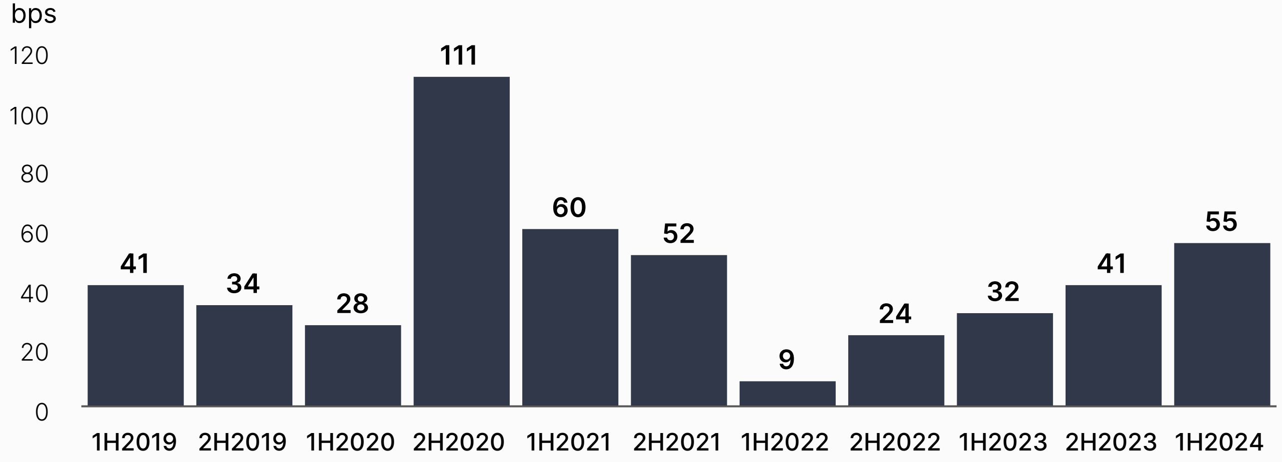
UK net core loans up

9.1% annualised

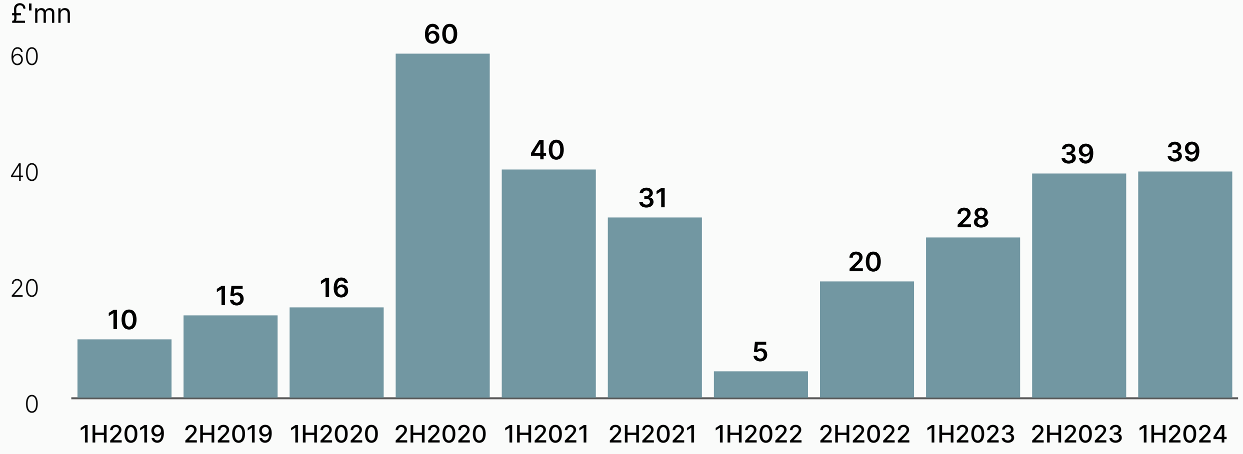
- Good activity in corporate client lending portfolio across multiple asset classes
- Muted growth in residential mortgage due to interest rate rises and increased redemptions from HNW private clients

Unpacking the credit loss ratio

Credit loss ratio (core loans)



Income statement ECL impairment charges



Annualised CLR
increased to

55bps

(1H2023: 32bps), above the through-the-cycle range (TTC) range of 30-40bps

ECL charges
increased to

£39.3mn

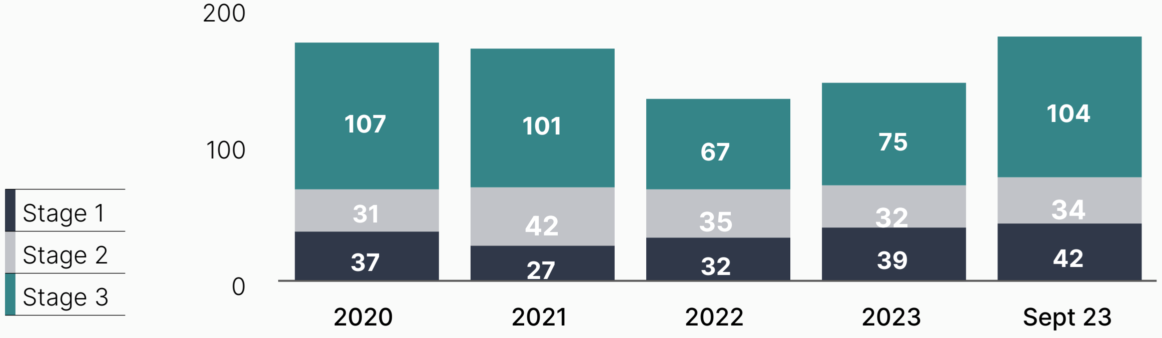
(1H2023: £27.9mn) mainly driven by:

- Stage 3 ECL charges on certain exposures
- Idiosyncratic client stresses with no evidence of trend deterioration in the overall credit quality of our books
- Updated forward-looking macroeconomic scenario weightings resulting in an in-model release of £3.6 million of ECL charges.

Asset quality metrics

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

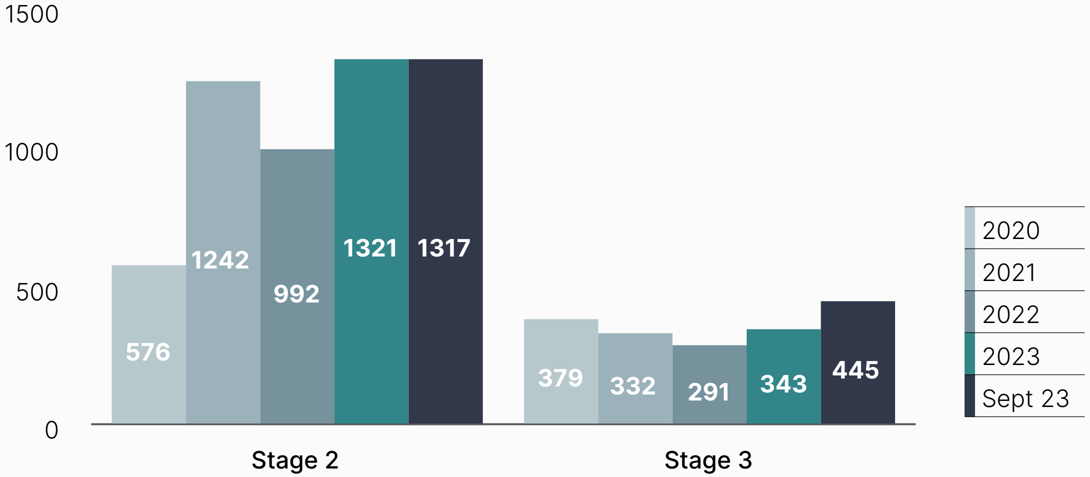
Balance sheet ECL provisions (£'mn)



ECL coverage ratio	Mar 20	Mar 21	Mar 22	Mar 23	Sept 23
Stage 1	0.36%	0.26%	0.25%	0.29%	0.30%
Stage 2	5.4%	3.4%	3.5%	2.4%	2.6%
Stage 3	28.2%	30.4%	23.0%	21.9%	23.4%

- Overall coverage for Stage 1 and Stage 2 has increased since March 2023, reflecting current pressures in the macro-economic environment
- Core loan ECLs total £180 million which increased from £146 million at 31 March 2023. This was predominantly driven by specific impairments relating to a small number of new and existing Stage 3 deals with idiosyncratic issues as we seek to prudently provision and allow for exits in the non-performing portfolio
- The credit loss ratio is above the 'through-the-cycle' range at 0.55% annualised at 30 September 2023 (31 March 2022: 0.37%) driven by increased Stage 3 ECL charges on certain exposures. We have seen idiosyncratic client stresses with no evidence of trend deterioration in the overall credit quality of our book.

Gross core loans by Stage (£'mn)



- We remain confident that we have a well diversified portfolio across sectors
- Stage 3 exposures total £445 million or 2.8% of gross core loans subject to ECL (£343 million or 2.3% at 31 March 2023) driven by idiosyncratic new defaults across multiple asset classes with no specific trends evident.The underlying loan portfolios continue to perform and Stage 2 exposures decreased over the period to £1 317 million or 8.3% of gross core loans subject to ECL (8.7% at 31 March 2023).

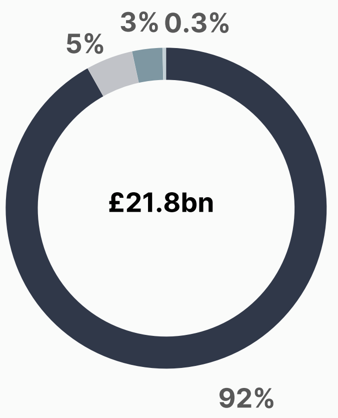
Diversified funding strategy

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

Conservative and prudent funding strategy

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

Select funding sources

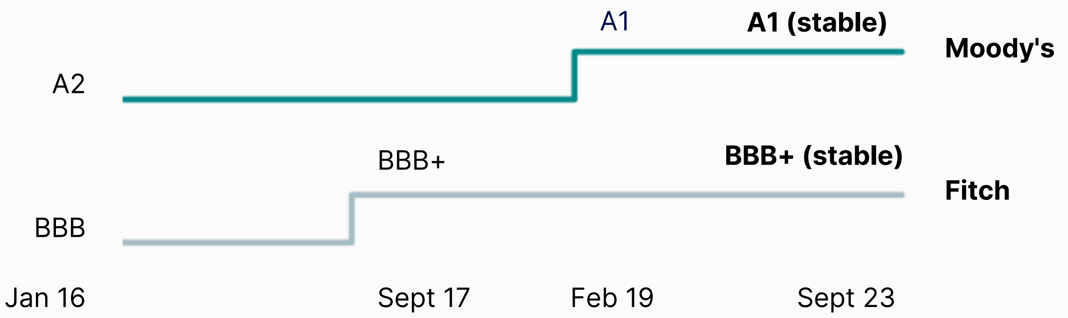


£'mn	30 September 2023
Customer deposits	20 002
Debt securities in issue	1 028
Subordinated Liabilities	667
Liabilities arising on securitisation of other assets	76
Total	21 773

Credit Ratings

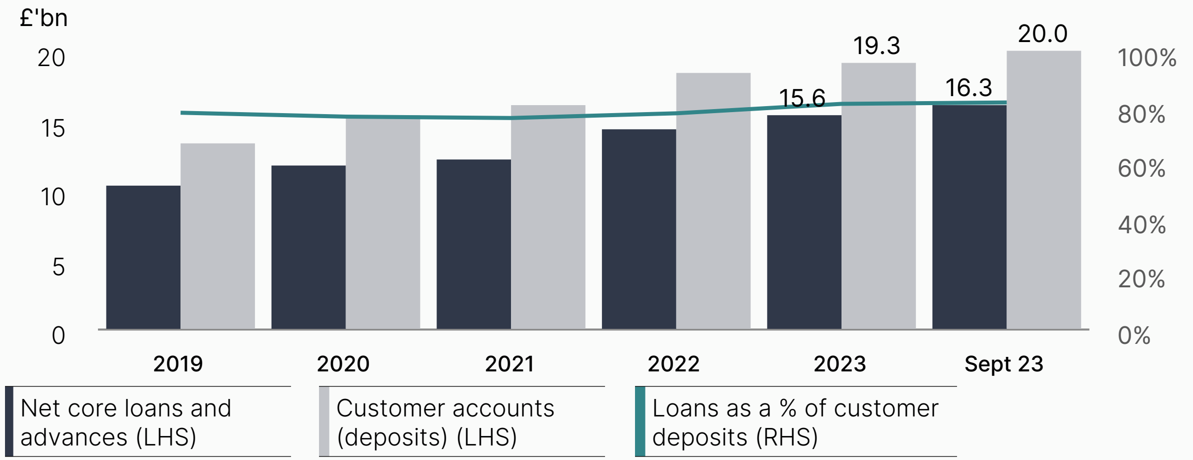
- On 17 August 2023, Moody's affirmed IBP's long-term deposit rating at A1 (stable outlook)
- On 1 Mar 2023, Fitch affirmed IBP’s long-term Issuer Default Rating (IDR) at BBB+ (stable outlook)

Following the announcement regarding the combination of IW&I UK and Rathbones Group, Moody’s published a report on 5 April 2023 stating that they view the transaction as credit positive on the basis it will enhance Investec plc’s profitability and capital light earnings. Fitch also published a report on 5 April 2023 stating there is no immediate impact to IBP’s rating from the transaction.

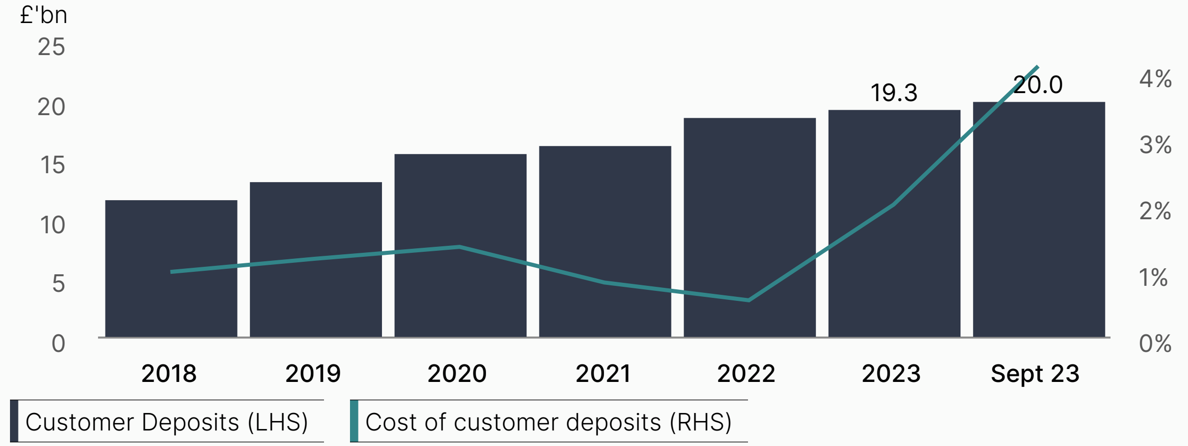


Primarily customer deposit funded with low loan to deposit ratio

Fully self funded: conservative loan to deposit ratio



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

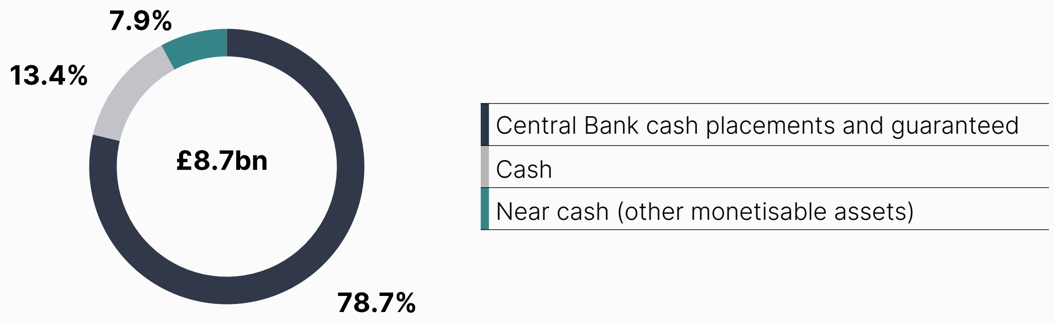


- Loans as a percentage of customer deposits remains conservative at 81.4%
- Customer deposits have grown by 46% (9% CAGR) since 2019 to £20.0bn at 30 September 2023
- Low usage of central bank funding schemes as a proportion of funding mix. Current TFSME drawings are £1.2bn which we expect to refinance 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 amid rising cost of customer deposits since March 2022
- The cost of deposits increased by 210bps to 4.1% at 30 September 2023 (31 March 2023: 2.0%)
- Customer deposits are dynamically raised through diversified, well-established channels.

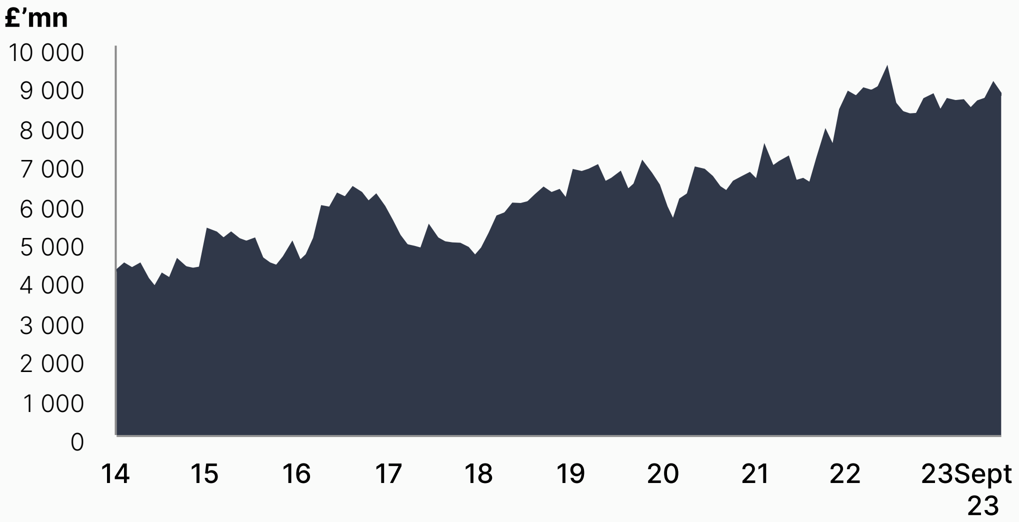
Maintaining robust surplus liquidity

- 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 £8.7bn at 30 September 2023 **(representing 43.5% of customer deposits).** These balances have had a CAGR of 7.8% since 2014
- At 30 September 2023, the **Liquidity Coverage Ratio** for **Investec Bank plc (solo basis) was 407% and the Net Stable Funding Ratio was 141%** – both metrics well ahead of current minimum regulatory requirements.

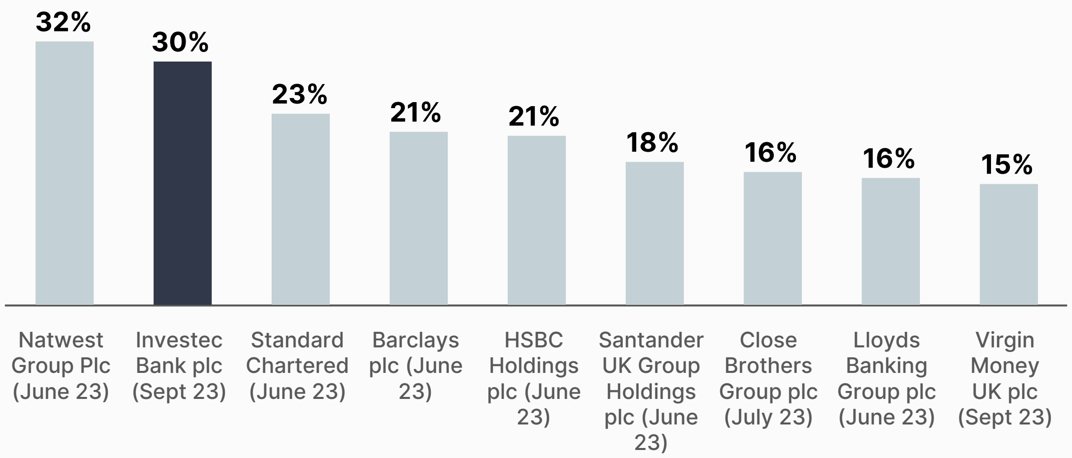
Cash and near cash composition



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

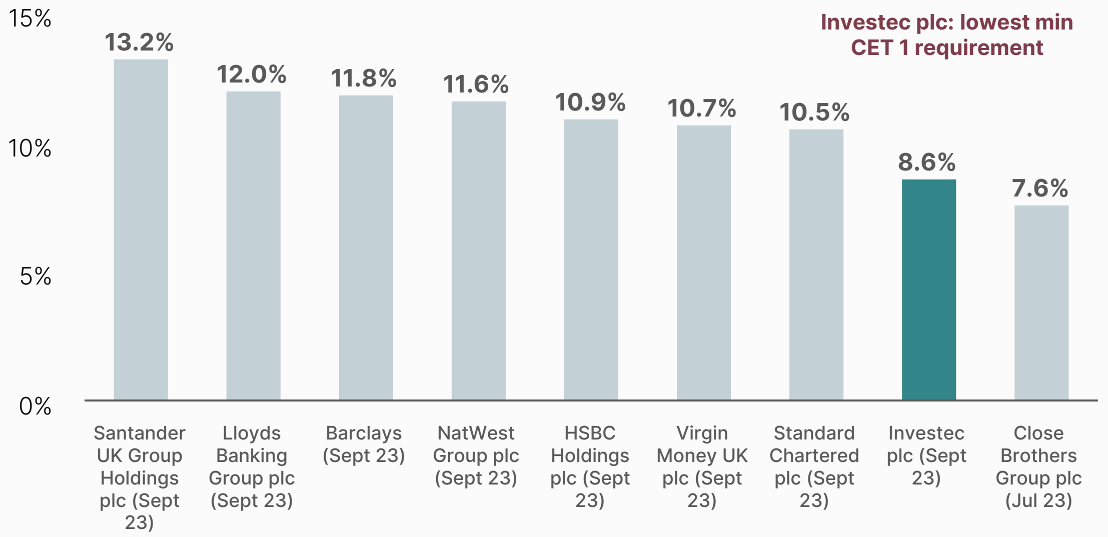
Robust headroom of 3.8% above the MDA threshold (Investec plc)

Capital ratios: Investec Bank plc

	30 September 2023*	31 Mar 2023*	Target
Common equity tier 1 (as reported)**	12.6%	12.7%	>10%
Common equity tier 1 ('fully loaded')***	12.5%	12.4%	
Tier 1 (as reported)**	14.0%	14.1%	>11%
Total capital ratio (as reported)**	18.0%	18.5%	14% to 17%
Leverage ratio^^	9.3%	9.8%	>6%
Leverage ratio – 'fully loaded'***	9.2%	9.6%	

- 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.

Minimum CET 1 requirement % ^



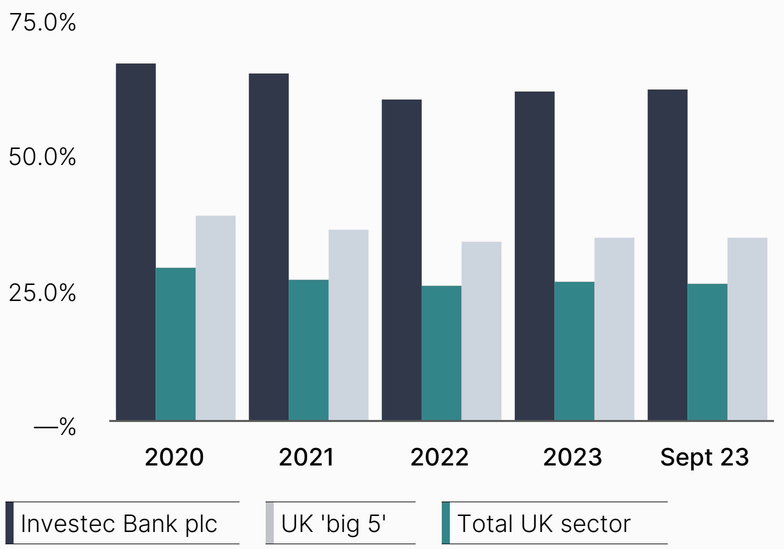
- Investec plc's minimum current CET1 requirement at 30 September 2023 is 8.6%, a 2.5% Capital Conservation Buffer (CCB), a 0.31% Pillar 2A requirement and a 1.3% Countercyclical Capital Buffer (CCyB)
- Investec plc's reported CET1 ratio was 11.5% at 30 September 2023, providing a 2.9% surplus relative 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

* The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's interim report, which follow our normal basis of presentation and do not include this deduction when calculating CET1 capital. IBP's CET1 ratios would be 31bps (31 March 2023: 21bps) higher, on this basis.
** The CET1, Tier 1, total capital ratios and risk weighted assets (RWAs) are calculated applying the IFRS 9 transitional arrangements (including the Capital Requirements Regulation (CRR) II changes introduced by the 'quick fix' regulation adopted in June 2020).
*** The CET1 ratio (fully loaded) and the leverage ratio (fully loaded) assume full adoption of IFRS 9 (including the 'quick fix' regulation).
^ Information sourced from latest financial reports at 16 November 2023.
^^ The leverage ratios are calculated on an end-quarter basis. In the UK, the 30 September 2023 leverage ratio is calculated applying the UK leverage ratio framework, which applies to all UK firms from 1 Jan 2022.

We inherently hold more capital per unit of risk

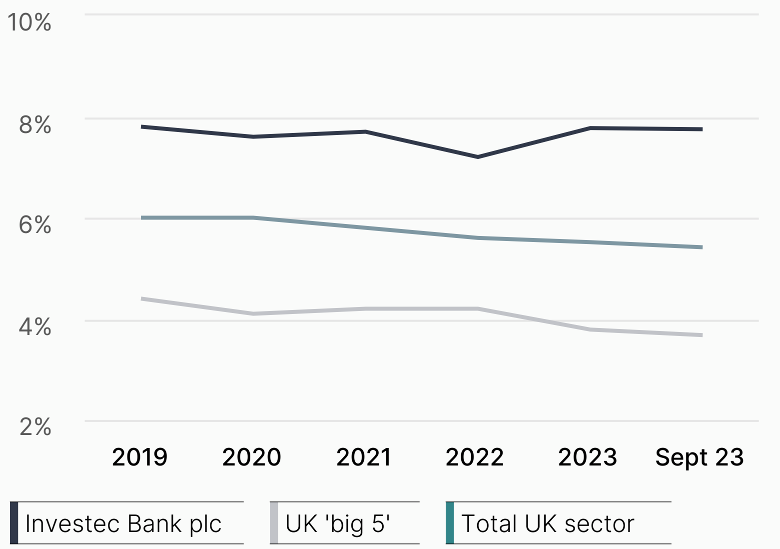
As we use the standardised approach for RWA calculations, our capital ratios are not directly comparable with peers

RWA density – Total RWA/Total Assets



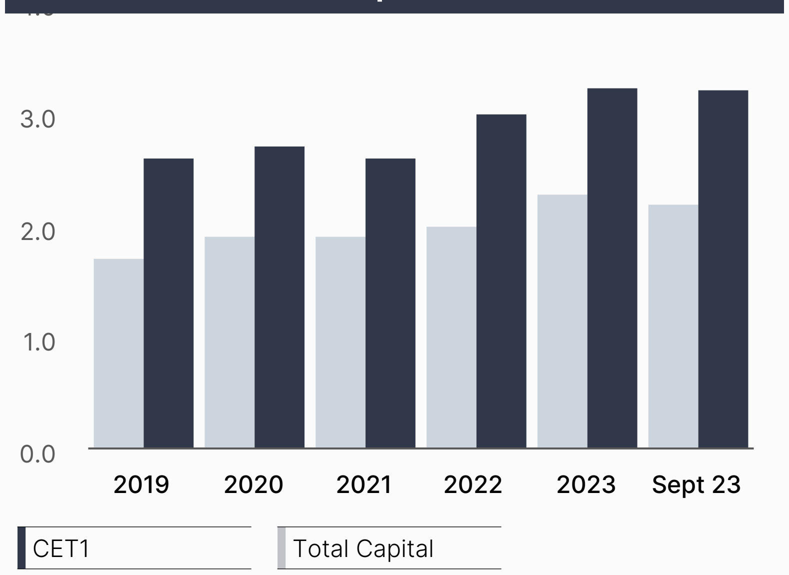
- We use the **Standardised Approach** for our RWA calculations – while peers are largely on the advanced approach. IBP is in the early stages of a process to migrate from the Standardised Approach to the Internal Ratings Based (IRB) approach
- The result is that our **RWA density at 61.5% is above** the sector average of 34.2%
- Our **RWA density is almost 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 7.7%** - which is 230bps higher than the UK sector on a similar measure.

Total capital (£'bn)



- Investec has **strong organic capital generation** and has not required recourse to government or shareholders
- **CET 1 and total capital levels have both grown robustly** at c.6.6% and c.5.4% 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 September 2023.

Further information and peer analysis

04

Private Clients

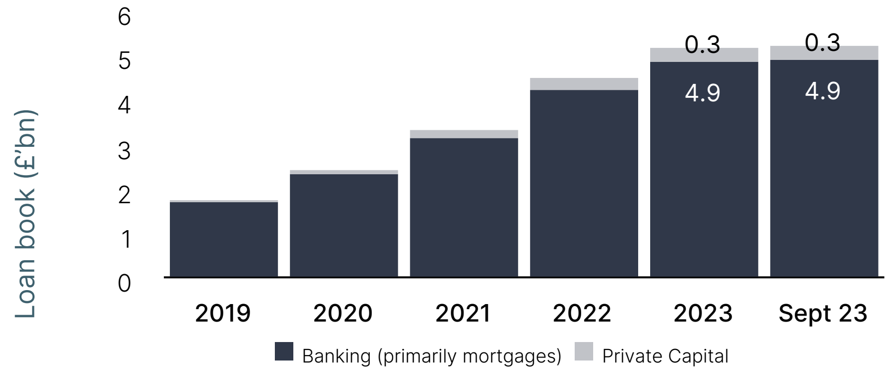
UK high net worth (HNW) banking: journey to scale

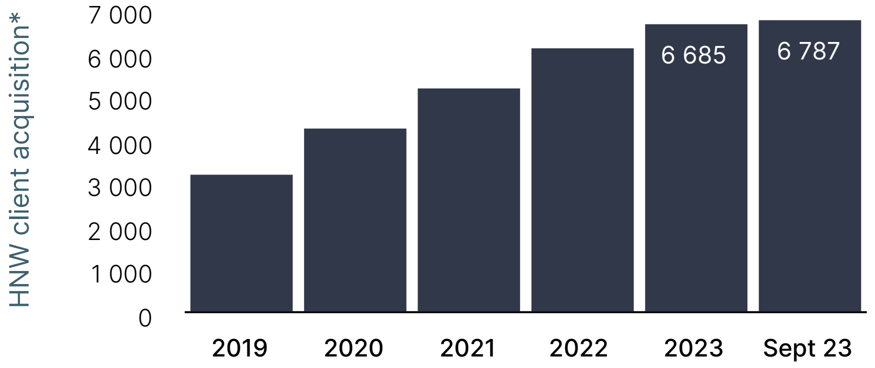
Journey to profitability

£'mn	Sept 23	Sept 22	Mar 23
Revenue	73.90	58.2	135.5
ECL impairments	(4.7)	(2.4)	(6.3)
Costs	(28.8)	(26.5)	(59.0)
Profit	**40.4**	**29.4**	**70.2**
Annualised loan book growth	*1.7%*	*28.3%*	*15.4%*

- The increase in adjusted operating profit reflects ongoing strategic execution in growing the business to scale by leveraging existing infrastructure and continued client acquisition
- The muted growth for HNW banking loan book was driven by the high interest rate and the uncertain macroeconomic environment
- The marginal mortgage book growth (1.6% annualised) was achieved with no changes in credit underwriting standards notwithstanding the increasingly competitive market
- The credit loss ratio on the private client mortgage book remains low at c.2bps indicative of the the strong credit performance of the book
- Our HNW proposition resonates well with our target clients, with our existing clients introducing 43% of clients who approach us
- The Rathbones combination marks the beginning of a strategic partnership that will enhance the client proposition across banking and wealth management services for both Investec Group and Enlarged Rathbones Group.

Growth



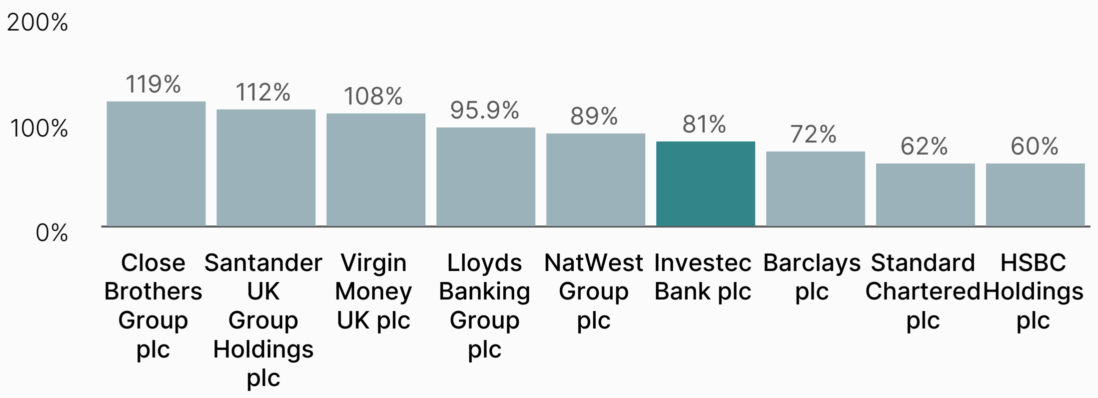


Note:

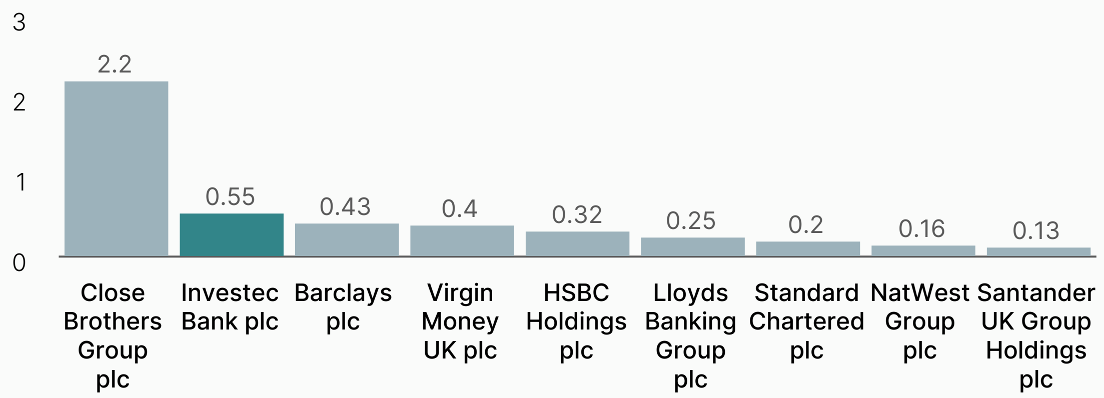
* Entrepreneurial minded, active wealth creators, who are time poor and have at least £300k per annum in income and £3mn in NAV.

Investec Bank plc: peer group comparisons

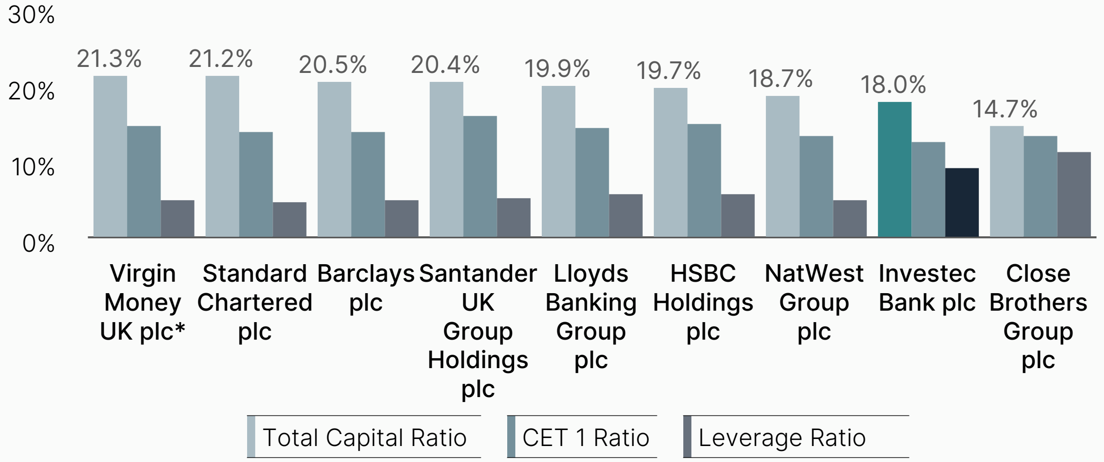
Funding: Loans and advances to customers as a % of customer deposits (smaller number is better)



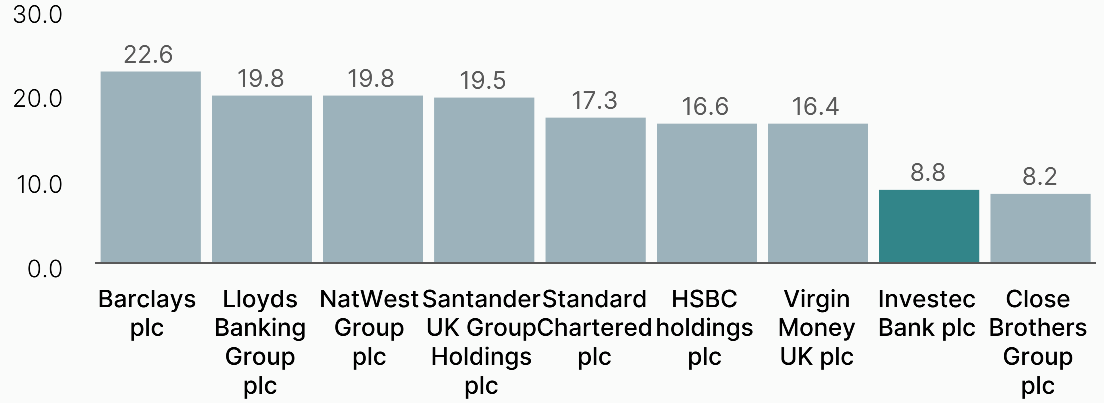
Credit loss ratio: ECL impairment charges as a % of average core loans and advances (smaller number is better)



Capital ratios[1] (larger number is better)



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



Source: Company year end/interim financial results as at 16 November 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 61.5%% at 30 September 2023, which is substantially higher than some other UK banks which have an average RWA density of c.34%.

Appendix

05

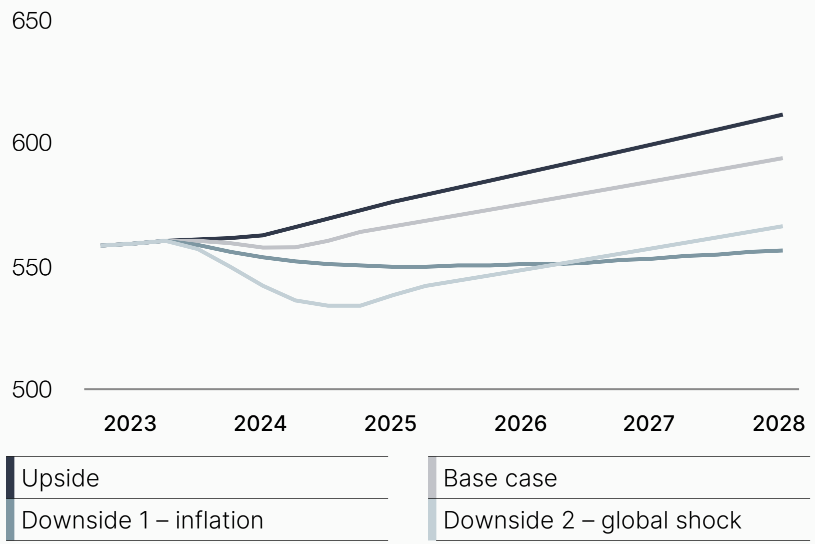
IFRS 9 macro-economic scenario forecasts

For Investec Bank plc, four macro-economic scenarios are used in the measurement of ECL. These scenarios incorporate a base case, an upside case and two downside cases. The table below shows the key factors that form part of the UK and Other macro-economic scenarios and their relative applied weightings as well as annual averages of economic factors for the base case over a five-year period based on the economic forecasts in place as at 30 September 2023.

These scenarios have been updated in order to reflect the latest macro-economic developments and risks. The composition of economic scenarios used in ECL measurement remains unchanged.

The scenario weightings were reassessed taking into account changes to the balance of risks as well as the updated scenario forecasts. The downside scenarios continue to be consistent with those used at 31 March 2023, represented by the downside 1 – inflation scenario, to capture the risk of persistent inflation and higher interest rates, and the downside 2 – global shock scenario, to capture tail risks. Alongside an update to the scenarios themselves, the scenario probability weightings have been reassessed. Given recent economic developments the weights were designated as 10% upside, 55% base case, 25% downside 1 – inflation and 10% downside 2 – global shock. The risks therefore remain skewed to the downside and are calibrated to take into account the ongoing risk of a period of elevated and entrenched inflation and of consequently higher interest rates.

UK GDP forecast £'bn



Macro-economic scenarios	Upside %	Base case %	Downside 1 Inflation %	Downside 2 Global shock %
		UK		
GDP growth	1.7	1.1	(0.1)	0.2
Unemployment rate	3.6	4.5	5.4	6.7
CPI inflation	2.6	2.8	6.1	2.4
House price growth	1.5	0.9	(1.6)	(5.0)
BoE – bank rate (end year)	3.3	3.6	5.7	1.5
		Euro area		
GDP growth	1.8	1.3	0.2	0.2
		US		
GDP growth	2.3	1.7	0.7	0.6
Scenario weightings	10	55	25	10

IBP: salient financial features

Key financial statistics	30 Sept 2023	30 Sept 2022	% Change
Total operating income before expected credit loss impairment charges (£'000)	574 942	448 861	28.1%
Operating costs (£'000)	310 656	286 460	8.4%
Adjusted operating profit (£'000)	225 215	134 511	67.4%
Earnings attributable to ordinary shareholders (£'000)	571 246	127 577	>100.0%
Cost to income ratio (%)	54.0%	63.8%	
Total capital resources (including subordinated liabilities) (£'000)	3 990 447	3 371 598	18.4%
Total equity (£'000)	3 323 131	2 663 017	24.8%
Total assets (£'000)	29 306 471	28 995 794	1.1%
Net core loans and advances (£'000)	16 270 723	15 348 588	6.0%
Customer accounts (deposits) (£'000)	20 002 201	19 019 095	5.2%
Loans and advances to customers as a % of customer deposits	81.4%	80.7%	
Cash and near cash balances (£'mn)	8 708	8 463	2.9%
Funds under management (£'mn)	1 962	40 473	(95.2%)
Total gearing ratio (i.e. total assets to equity)	8.8x	10.9x	
Total capital ratio	18.0%	16.0%	
Tier 1 ratio	14.0%	13.3%	
Common equity tier 1 ratio	12.6%	11.7%	
Leverage ratio – current	9.3%	8.4%	
Leverage ratio – 'fully loaded'	9.2%	8.2%	
Stage 3 exposure as a % of gross core loans and advances subject to ECL	2.8%	2.0%	
Stage 3 exposure net of ECL as a % of net core loans and advances subject to ECL	2.2%	1.6%	
Annualised credit loss ratio	0.55%	0.32%	

IBP: Statutory Income Statement

£'000	Six months to 30 Sept 2023	Six months to 30 Sept 2022^	% Change
Interest income	1 111 312	522 021	>100%
Interest expense	(695 943)	(193 067)	>100%
Net interest income	**415 369**	**328 954**	26.3 %
Fee and commission income	82 509	72 892	13.2 %
Fee and commission expense	(7 474)	(8 014)	(6.7)%
Investment income	4 065	11 885	(65.8)%
Share of post taxation profit of associates and joint venture holdings	237	873	(72.9)%
Trading income/(loss) arising from			
– customer flow	60 412	37 529	61.0 %
– balance sheet management and other trading activities	19 236	143	>100%
Other operating income	588	4 599	(87.2)%
Total operating income before expected credit loss impairment charges	**574 942**	**448 861**	28.1 %
Expected credit loss impairment charges	(39 265)	(27 890)	40.8 %
Operating income	**535 677**	**420 971**	27.2 %
Operating costs	(310 656)	(286 460)	8.4 %
Operating profit before acquired intangibles and strategic actions	**225 021**	**134 511**	(49.9)%
Impairment of goodwill	—	(805)	
Closure and rundown of the Hong Kong direct investments business	2 304	(280)	>100%
Profit before taxation	**227 325**	**133 426**	70.4 %
Taxation on operating profit before acquired intangibles and strategic actions	(51 873)	(42 174)	23.0 %
Profit after taxation from continuing operations	**175 452**	**232 881**	(24.7)%
Profit after taxation from discontinued operations	**395 600**	**26 972**	
Profit after taxation	**571 052**	**259 853**	>100%
Profit / Loss attributable to non-controlling interests	194	—	
Earnings attributable to shareholder	**571 246**	**127 577**	347.8 %

^ Restated to reflect continuing operations

IBP: Pro-forma Income Statement

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

£'000	**Six months to 30 Sept 2023**	Six months to 30 Sept 2022
Net interest income	415 369	328 954
Fee and commission income	82 509	72 892
Fee and commission expense	(7 474)	(8 014)
Investment income	4 065	11 885
Share of post taxation profit of associates and joint venture holdings	36 091	33 238
Trading income/(loss) arising from		
– customer flow	60 412	37 529
– balance sheet management and other trading activities	19 236	143
Other operating income	588	4 599
Total operating income before expected credit loss impairment charges	**610 796**	**481 226**
Expected credit loss impairment charges	(39 265)	(27 890)
Operating income	**571 531**	**453 336**
Operating costs	(310 656)	(286 460)
Operating profit before acquired intangibles and strategic actions	**260 875**	**166 876**
Cost to income ratio	**50.9%**	59.5%

IBP: Balance Sheet

£'000	30 September 2023	31 March 2023
Assets		
Cash and balances at central banks	4 750 689	5 400 401
Loans and advances to banks	1 004 395	892 791
Reverse repurchase agreements and cash collateral on securities borrowed	1 122 420	1 338 699
Sovereign debt securities	1 958 303	1 221 744
Bank debt securities	227 229	204 691
Other debt securities	831 608	697 275
Derivative financial instruments	683 432	680 262
Securities arising from trading activities	130 726	127 537
Investment portfolio	246 407	311 618
Loans and advances to customers	16 282 144	15 567 809
Other loans and advances	165 015	172 087
Other securitised assets	72 443	78 231
Interests in associated undertakings and joint venture holdings	782 636	10 851
Deferred taxation assets	101 921	111 513
Current taxation assets	15 687	9 890
Other assets	791 686	993 385
Property and equipment	76 547	121 014
Goodwill	58 495	249 503
Software	4 688	9 415
Other acquired intangible assets	—	43 887
Total assets	**29 306 471**	**28 242 603**

IBP: Balance Sheet (continued)

£'000	30 September 2023	31 March 2023
Liabilities		
Deposits by banks	2 388 974	2 172 170
Derivative financial instruments	740 017	704 816
Other trading liabilities	21 038	28 184
Repurchase agreements and cash collateral on securities lent	99 736	139 529
Customer accounts (deposits)	20 002 201	19 251 399
Debt securities in issue	1 027 601	1 140 879
Liabilities arising on securitisation of other assets	76 084	81 609
Current taxation liabilities	7 194	4 813
Other liabilities	953 179	1 198 267
	25 316 024	**24 721 666**
Subordinated liabilities	667 316	731 483
	25 983 340	**25 453 149**
Equity		
Ordinary share capital	1 280 550	1 280 550
Share premium	199 538	199 538
Capital reserve	153 177	153 177
Other reserves	33 069	34 814
Retained income	1 405 358	870 424
Shareholder's equity excluding non-controlling interests	**3 071 692**	**2 538 503**
Additional Tier 1 securities in issue	250 000	250 000
Non-controlling interests in partially held subsidiaries	1 439	951
Total equity	**3 323 131**	**2 789 454**
Total liabilities and equity	**29 306 471**	**28 242 603**

IBP: Statutory segmental analysis of operating profit

		Specialist Banking		
For the six months to 30 September 2023 **£'000**	Wealth & Investment	Private Banking	Corporate, Investment Banking & Other	**Total Group**
Net interest income	4 122	71 182	340 065	415 369
Fee and commission income	4 486	364	77 659	82 509
Fee and commission expense	(366)	(21)	(7 087)	(7 474)
Investment income	—	179	3 886	4 065
Share of post taxation profit of associates and joint venture holdings	—	—	237	237
Trading income arising from				
- customer flow	478	2 238	57 696	60 412
- balance sheet management and other trading activities	75	—	19 161	19 236
Other operating income	—	—	588	588
Total operating income before expected credit loss impairment charges	**8 795**	**73 942**	**492 205**	**574 942**
Expected credit loss impairment releases/(charges)	(1)	(4 733)	(34 531)	(39 265)
Operating income	**8 794**	**69 209**	**457 674**	**535 677**
Operating costs	(7 015)	(28 818)	(274 823)	(310 656)
Operating profit before acquired intangibles and strategic actions	—			
Profit attributable to non-controlling interests	**1 779**	**40 391**	**182 851**	**225 021**
Adjusted operating profit	—	—	194	194
	1 779	**40 391**	**183 045**	**225 215**
Selected returns and key statistics				
Cost to income ratio	79.8%	39.0%	55.8%	54.0%
Total assets (£'mn)	1 022	5 246	23 038	29 306

IBP: Statutory segmental analysis of operating profit

		Specialist Banking		
For the six months ended 30 September 2022^ **£'000**	Wealth & Investment	Private Banking	Corporate, Investment Banking & Other	**Total Group**
Net interest income	1 685	54 618	272 651	328 954
Fee and commission income	3 761	1 310	67 821	72 892
Fee and commission expense	(346)	(141)	(7 527)	(8 014)
Investment income	4	110	11 771	11 885
Share of post taxation profit of associates and joint venture holdings	—	—	873	873
Trading income arising from				
- customer flow	515	2 292	34 722	37 529
- balance sheet management and other trading activities	(27)	13	157	143
Other operating income	—	—	4 599	4 599
Total operating income before expected credit loss impairment charges	**5 592**	**58 202**	**385 067**	**448 861**
Expected credit loss impairment releases/(charges)	(2)	(2 353)	(25 535)	(27 890)
Operating income	**5 590**	**55 849**	**359 532**	**420 971**
Operating costs	(6 462)	(26 479)	(253 519)	(286 460)
Operating profit before acquired intangibles and strategic actions	—		—	
Profit attributable to non-controlling interests	**(872)**	**29 370**	**106 013**	**134 511**
Adjusted operating profit	—	—	—	—
	(872)	**29 370**	**106 013**	**134 511**
Selected returns and key statistics				
Cost to income ratio	115.6%	45.5%	65.8%	63.8%
Total assets (£'mn)	1 062	5 146	22 788	28 996

^ Restated to reflect continuing operations

IBP: asset quality under IFRS 9

£'mn	30 September 2023	31 March 2023
Gross core loans	**16 451**	**15 709**
Gross core loans at FVPL	622	551
Gross core loans subject to ECL1	**15 829**	**15 158**
Stage 1	14 067	13 494
Stage 2	1 317	1 321
of which past due greater than 30 days	*74*	35
Stage 3	445	343
ECL	**(180)**	**(146)**
Stage 1	(42)	(39)
Stage 2	(34)	(32)
Stage 3	(104)	(75)
Coverage ratio		
Stage 1	0.30%	0.29%
Stage 2	2.6%	2.4%
Stage 3	23.4%	21.9%
Credit loss ratio	**0.55%**	**0.37%**
ECL impairment charges on core loans	(43)	(54)
Average gross core loans subject to ECL	**15 494**	**14 553**
An analysis of Stage 3 gross core loans subject to ECL		
Stage 3 net of ECL	341	268
Aggregate collateral and other credit enhancements on Stage 3	358	280
Stage 3 as a % of gross core loans subject to ECL	2.8%	2.3%
Stage 3 net of ECL as a % of net core loans subject to ECL	2.2%	1.8%

IBP: capital adequacy

£'m	30 September 2023	31 Mar 2023
Tier 1 capital		
Shareholders' equity	3 007	2 486
Non-controlling interests	–	–
Regulatory adjustments to the accounting basis	**(3)**	**15**
Deductions	(733)	(306)
Common equity tier 1 capital	**2 271**	**2 195**
Additional Tier 1 instruments	250	250
Tier 1 capital[2]	**2 521**	**2 445**
Tier 2 capital	**711**	**764**
Total regulatory capital	**3 232**	**3 209**
Risk-weighted assets[2]	**18 028**	**17 308**
Capital ratios		
Common equity tier 1 ratio[2]	12.6%	12.7%
Tier 1 ratio[2]	14.0%	14.1%
Total capital ratio[2]	18.0%	9.8%

1 The capital adequacy disclosures for IBP include the deduction of foreseeable charges and dividends when calculating Common Equity Tier (CET)1 capital. These disclosures differ from the capital adequacy disclosures included in the Investec Group's 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).

Group sustainability highlights

Other highlights

- Investec Group included as one of **the top 100 most sustainable companies in the world** (Corporate Knights)
- Investec Bank Limited and Proparco have partnered to implement the Transforming Financial Systems for Climate (TFSC) programme in South Africa with a senior **credit facility of $80mn**
- 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
- Wealth & Investment in the UK joined the **CISL Investment Leaders Group** and rolled out an **awareness programme with senior leaders**
- Continued inflows into the Investec Global Sustainable Equity Fund - **$50mn** (since launch in Mar-21).

Consistently strong ESG ratings and rankings

Sustainability Yearbook Member 2022 S&P Global	Sustainalytics RATED	MSCI ESG Ratings AAA	CDP Driving Sustainable Economies
Top 5% in the global diversified financial services sector (inclusion since 2006)	**Top 7%** of diversified banks and included in the Global Sustainability Leader index	**Top 2%** in the financial services sector in the MSCI Global Sustainability Index	**Score A-** against an industry average of B-

Corporate ESG Performance Prime, Rated by ISS ESG	Global 100 2023 The World's Most Sustainable Corporations	FTSE4Good	JSE FTSE Russell
Top 20% of the ISS ESG global universe and **Rated Prime – best in class**	**Top 100** global sustainable companies in the world	**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

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

Commitment to have **zero coal exposures** in our loan book by **31 March 2027**

Thermal coal as a % of loans and advances is 0.07% (Mar 23: 0.10%)

Fossil fuels (as a % of loans and advances is 3.0% (Mar 23: 2.43%)

Equality commitments

10 REDUCED INEQUALITIES

50% women and **30% ethnic diversity** on our Group Board

1mn meals

in response to the cost of living crisis in the UK

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

Wealth & Investment

A proud participant of: Climate Action 100+ Global Investors Driving Business Transition

Signatory to **Climate Action 100+**

IIGCC The Institutional Investors Group on Climate Change

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 - UK

Other highlights

Specialist banking

- Implemented an **ESG linked loan** for a portfolio client linked to 3 ESG KPIs, leading to a 5bps reduction in funding costs for each KPI met
- Funded the installation of solar panels for a manufacturer and supplier of paper tableware, not only reducing their energy costs but also opening up new segments of the market due to their improved green credentials
- Partnered with an entrepreneur buying up redundant office buildings and converting them to residential premises, **creating 750 homes** with this funding package.

Wealth & Investment

- Remain signatories to the **Financial Reporting Council's** (FRC) revised **UK Stewardship Code**
- Continued contribution to the **University of Cambridge Investment Leaders Group research**
- Submitted our **UN Principles for Responsible Investment (PRI)** report in September 2023
- Contribution (across full curriculum) to development of the **CFA Certificate in Impact Investing exam**.