

## **Investec plc and Investec Limited (“Investec” or “the group”)**

### **Investor Pre-Close Briefing**

**Investec continues to see strong performance from all divisions in the second half of the financial year**

#### **Positive outlook across all divisions**

Investec is today hosting an investor pre-close briefing starting at 09:00 (GMT) which will focus on developments within the group’s core business areas in the second half of the current financial year ended 31<sup>st</sup> March 2005.

Operating fundamentals across the group have continued the positive trends seen in the first half and as reported at the interim results announcement on 25<sup>th</sup> November 2004.

In the second half of the financial year the group has seen performance in line with its expectations from the Private Client, Treasury and Specialised Finance and Property Investment Banking divisions. In addition, the group has seen stronger performance from the Investment Banking, Asset Management, Central Funding and Assurance divisions.

*Stephen Koseff, Group Chief Executive, commented:*

“Although the year has not yet ended, we have had a good second half so far and are on track to deliver a strong performance for the financial year ended 31<sup>st</sup> March 2005. We have benefited from our continued strict focus on driving profitable growth in our key business areas and geographies, as we deliver innovative solutions for our clients and respond to their needs at a time of strong fundamentals for our business.

We have built on our good first half performance and are seeing the momentum continue in all areas of our business. In addition to this we continue to make significant progress towards achieving our stated growth and financial return objectives.”

*Bernard Kantor, Group Managing Director, commented:*

“We have continued to work hard on building a distinctive sustainable business model. We believe that the overall quality of our business has improved significantly over the last few years, and we will continue to concentrate on the fundamentals of growing revenues, improving efficiency and maintaining credit quality in order to deliver value to our shareholders.”

#### *Presentation details*

The investor pre-close briefing presentation will be broadcast live via video conference from the group’s offices in Johannesburg to London and Cape Town. The briefing will also be available via a live and recorded telephone conference call and a delayed webcast. Further details in this regard can be found on the website at: [www.investec.com](http://www.investec.com)

#### *Investor Relations timetable :*

Financial year-end: 31 March 2005

Release of preliminary results: 19 May 2005

*For further information please contact:*

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## **About Investec**

Investec is an international specialist banking group that provides a diverse range of financial products and services to a niche client base in three principal markets, the United Kingdom, South Africa and Australia as well as certain other countries. The group was established in 1974 and currently has approximately 4 100 employees.

Investec focuses on delivering distinctive profitable solutions for its clients in five core areas of activity namely, Private Client Activities, Treasury and Specialised Finance, Investment Banking, Asset Management and Property Investment Banking and Asset Management.

In July 2002 the Investec group implemented a dual listed company structure with listings on the London and Johannesburg Stock Exchanges. Management and staff own approximately 20% of the equity share capital of the group.

At 30 September 2004, total shareholders' funds were £765 million, third party assets under management were £36 billion and core loans and advances were £5.5 billion. The combined group's current market capitalisation is approximately £2 billion.