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## APPLICABLE PRICING SUPPLEMENT

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### Investec Bank Limited

(Incorporated with limited liability under Registration Number 1969/004763/06 in South Africa)

### Issue of ZAR182 000 000 (One Hundred Eighty Two Million Rand) Senior Unsecured Notes

Under the stock code IBL77

### Under its ZAR40,000,000,000 Domestic Medium Term Note and Preference Share Programme

This document constitutes the Applicable Pricing Supplement relating to the issue of Notes described herein. Terms used herein shall be deemed to be defined as such for the purposes of the terms and conditions ("**Terms and Conditions**") set forth in the Programme Memorandum dated **4 September 2013** (the "**Programme Memorandum**"). This Pricing Supplement must be read in conjunction with the Programme Memorandum. To the extent that there is any conflict or inconsistency between the contents of this Pricing Supplement and the Programme Memorandum, the provisions of this Pricing Supplement shall prevail.

#### PARTIES

1. Issuer	Investec Bank Limited
2. If non-syndicated, Dealer(s)	Investec Bank Limited
3. If syndicated, Managers	N/A
4. Debt Sponsor	Investec Bank Limited
5. Paying Agent	Investec Bank Limited
6. Specified Office	100 Grayston Drive, Sandown Sandton
7. Calculation Agent	Investec Bank Limited
8. Specified Office	100 Grayston Drive, Sandown Sandton
9. Transfer Agent	Investec Bank Limited
10. Specified Office	100 Grayston Drive, Sandown Sandton
11. Stabilising Manager (if any)	N/A
12. Specified Office	N/A

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## PROVISIONS RELATING TO THE NOTES

13. Status of Notes	Senior Unsecured
(a) Series Number	IBL77
(b) Tranche Number	3
14. Aggregate Nominal Amount of Tranche	ZAR182 000 000 (One hundred Eighty Two Million Rand)
15. Aggregate Nominal Amount of Notes in the Series	ZAR973 000 000 (Nine Hundred Seventy Three Million Rand)
16. Interest/Payment Basis	Floating Rate Notes
17. Form of Notes	Registered Notes
18. Automatic/Optional Conversion from one Interest/Payment Basis to another	N/A
19. Issue Date	19 January 2018
20. Business Centre	Johannesburg
21. Additional Business Centre	Not Applicable
22. Nominal Amount	ZAR1,000,000.00 per Note
23. Specified Denomination	ZAR1,000,000.00 per Note
24. Calculation Amount	ZAR1,000,000.00 per Note
25. Issue Price	102.39384% of Nominal Amount per Note
26. Interest Commencement Date	25 November 2017
27. Maturity Date	25 November 2020
28. Specified Currency	ZAR
29. Applicable Business Day Convention	Following Business Day
30. Final Redemption Amount	100% of Nominal Amount
31. Books Closed Period(s)	The Register will be closed from 16 February to 25 February, from 16 May to 25 May, from 16 August to 25 August and from 16 November to 25 November, (all dates inclusive) in each year until the Applicable Redemption Date, or 10 days prior to any Interest Payment Day or the Applicable Redemption Date, as the case may be;;

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| 32. Last Day to Register                                | 15 February, 15 May, 15 August and 15 November or the last day immediately preceding the commencement of the Books Closed Period |
| 33. Provisions applicable to Subordinated Capital Notes | N/A  |

### FIXED RATE NOTES

- |   |     |
|---|-----|
| 34. Payment of Interest Amount  |     |
| (a) Interest Rate(s)  | N/A |
| (b) Interest Payment Date(s)  | N/A |
| (c) Fixed Coupon Amount[(s)]  | N/A |
| (d) Initial Broken Amount   | N/A |
| (e) Final Broken Amount   | N/A |
| (f) Interest Step-Up Date   | N/A |
| (a) Day Count Fraction  | N/A |
| (h) Any other terms relating to the particular method of calculating interest | N/A |

### FLOATING RATE NOTES

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|--|---|
| 35. Payment of Interest Amount   |   |
| (a) Interest Rate(s)   | Reference Rate plus Margin                                  |
| (b) Interest Payment Date(s)   | 25 February, 25 May, 25 August and 25 November of each year |
| (c) Any other terms relating to the particular method of calculating interest  | N/A   |
| (d) Interest Step-Up Date  | N/A   |
| (e) Definition of Business Day (if different from that set out in Condition 1 ( <i>Interpretation</i> ))                           | N/A   |
| (f) Minimum Interest Rate  | N/A   |
| (g) Maximum Interest Rate  | N/A   |
| (h) Day Count Fraction   | Actual/365  |
| (i) Other terms relating to the method of calculating interest (e.g.: day count fraction, rounding up provision, if different from | N/A   |

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Condition 8.2 (*Interest on Floating Rate Notes and Indexed Notes*)

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| 36. Manner in which the Interest Rate is to be determined  | Screen Rate Determination                                      |
| 37. Margin   | 165 bps ( one hundred and sixty five basis points)             |
| 38. If ISDA Determination  |  |
| (a) Floating Rate  | N/A  |
| (b) Floating Rate Option   | N/A  |
| (c) Designated Maturity  | N/A  |
| (d) Reset Date(s)  | N/A  |
| (e) ISDA Definitions to apply  | N/A  |
| 39. If Screen Rate Determination   |  |
| (a) Reference Rate (including relevant period by reference to which the Interest Rate is to be calculated)   | ZAR-JIBAR-SAFEX with a Designated Maturity of 3 (three) months |
| (b) Interest Rate Determination Date(s)  | 25 February, 25 May, 25 August and 25 November of each year    |
| (c) Relevant Screen page and Reference Code  | Reuters page SAFEX MNY MKT code SFX3MYLD or any successor page |
| (d) Relevant Time  | 12h00  |
| 40. If Interest Rate to be calculated otherwise than by ISDA Determination or Screen Rate Determination, insert basis for determining Interest Rate/Margin/Fallback provisions | N/A  |
| 41. If different from Calculation Agent, agent responsible for calculating amount of principal and interest  | N/A  |

**ZERO COUPON NOTES**

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|--|-----|
| 42. (a) Implied Yield  | N/A |
| (b) Reference Price  | N/A |
| (c) Any other formula or basis for determining amount(s) payable | N/A |

**PARTLY PAID NOTES**

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|---|-----|
| 43. (a) Amount of each payment comprising the issue Price | N/A |
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| (b) | Date upon which each payment is to be made by Noteholder   | N/A |
| (c) | Consequences (if any) of failure to make any such payment by Noteholder  | N/A |
| (d) | Interest Rate to accrue on the first and subsequent instalments after the due date for payment of such instalments | N/A |

**INSTALMENT NOTES**

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|-----|---|-----|
| 44. | Instalment Dates  | N/A |
| 45. | Instalment Amounts (expressed as a percentage of the aggregate Nominal Amount of the Notes) | N/A |

**MIXED RATE NOTES**

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|-----|--|-----|
| 46. | Period(s) during which the interest rate for the Mixed Rate Notes will be (as applicable) that for:                    |     |
| (a) | Fixed Rate Notes   | N/A |
| (b) | Floating Rate Notes  | N/A |
| (c) | Indexed Notes  | N/A |
| (d) | Other Notes  | N/A |
| 47. | The Interest Rate and other pertinent details are set out under the headings relating to the applicable forms of Notes |     |

**INDEXED NOTES**

- |     |   |     |
|-----|---|-----|
| 48. | (a) Type of Indexed Notes   | N/A |
|     | (b) Index/Formula by reference to which Interest Rate/ Interest Amount/Final Redemption Amount (delete as applicable) is to be determined | N/A |
|     | (c) Manner in which the Interest Rate/Interest Amount/Final Redemption Amount (delete as applicable) is to be determined                  | N/A |
|     | (d) Interest Period(s)  | N/A |
|     | (e) Interest Payment Date(s)  | N/A |
|     | (f) If different from the Calculation Agent, agent responsible for calculating amount of principal and interest                           | N/A |

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|-----|--|-----|
| (g) | Provisions where calculation by reference to Index and/or Formula is impossible or impracticable               | N/A |
| (h) | Minimum Interest Rate  | N/A |
| (i) | Maximum Interest Rate  | N/A |
| (j) | Other terms relating to the calculation of the Interest Rate (e.g. Day Count Fraction, rounding up provisions) | N/A |

**EXCHANGEABLE NOTES**

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|-----|-----|---|-----|
| 49. | (a) | Mandatory Exchange applicable?          | N/A |
|     | (b) | Noteholders' Exchange Right applicable? | N/A |
|     | (c) | Exchange Securities                     | N/A |
|     | (d) | Manner of determining Exchange Price    | N/A |
|     | (e) | Exchange Period                         | N/A |
|     | (f) | Other                                   | N/A |

**OTHER NOTES**

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|-----|---|-----|
| 50. | Relevant description and any additional Terms and Conditions relating to such Notes | N/A |
|-----|---|-----|

**PROVISIONS REGARDING REDEMPTION/MATURITY**

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|-----|--|---|-----|
| 51. | Redemption at the option of the Issuer: if yes:                  | No  |     |
|     | (a)  | Optional Redemption Date(s)   | N/A |
|     | (b)  | Optional Redemption Amount(s) and method, if any, of calculation of such amount                               | N/A |
|     | (c)  | Minimum period of notice (if different from Condition 10.3 ( <i>Redemption at the option of the Issuer</i> )) | N/A |
|     | (d)  | If redeemable in part:  | N/A |
|     |  | Minimum Redemption Amount(s)  | N/A |
|     |  | Higher Redemption Amount(s)   | N/A |
|     | (e)  | Other terms applicable on Redemption  | N/A |
| 52. | Redemption at the Option of Noteholders of Senior Notes: if yes: | No  |     |

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(a)	Optional Redemption Date(s)	N/A
(b)	Optional Redemption Amount(s) and method of calculation?	N/A
(c)	Minimum period of notice (if different from Condition 10.4 ( <i>Redemption at the option of Noteholders of Senior Notes</i> ))	N/A
(d)	If redeemable in part:	
	Minimum Redemption Amount(s)	N/A
	Higher Redemption Amount(s)	N/A
(e)	Other terms applicable on Redemption	N/A
(f)	Attach <i>pro forma</i> Put Notice(s)	
53.	Early Redemption Amount(s) payable on redemption for taxation reasons or on Event of Default (if required), if yes:	Yes
(a)	Amount payable; or	N/A
(b)	Method of calculation of amount payable (if required or if different from that set out in Condition 10.8 ( <i>Early Redemption Amounts</i> ))	As set out in Condition 10.8
54.	Early Redemption Amount(s) payable on redemption for Regulatory Capital reasons	
(a)	Amount payable; or	N/A
(b)	Method of calculation of amount payable or if different from that set out in Condition 10.8 ( <i>Early Redemption Amounts</i> ))	N/A
<b>GENERAL</b>		
55.	Aggregate Nominal Amount of Notes Outstanding and aggregate Calculation Amount of Programme Preference Shares as at the Issue Date	ZAR33 882 438 050 (thirty three billion eight hundred and eighty two million four hundred thirty eight thousand and fifty Rand)
56.	Financial Exchange	JSE
57.	ISIN No.	ZAG000131715
58.	Stock Code	IBL77
59.	Additional selling restrictions	N/A
(a)	Financial Exchange	JSE
(b)	Relevant sub-market of the Financial Exchange	Interest Rate Market
60.	Provisions relating to stabilisation	N/A

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61. Receipts attached? If yes, number of Receipts attached	N/A
62. Coupons attached? If yes, number of Coupons attached	N/A
63. Talons attached? If yes, number of Talons attached	N/A
64. Method of distribution	Auction
65. Credit Rating assigned to Issuer as at the Issue Date (if any)	See Annexe "A" ( <i>Applicable Credit Ratings</i> ). Credit Ratings are reviewed on an annual basis.
66. Stripping of Receipts and/or Coupons prohibited as provided in Condition 16.4 ( <i>Prohibition on stripping</i> )	N/A
67. Governing law (if the laws of South Africa are not applicable)	N/A
68. Other Banking Jurisdiction	N/A
69. Use of proceeds	General business purposes
70. Surrendering of Individual Certificates	10 days after the date on which the Individual Certificate in respect of the Note to be redeemed has been surrendered to the Issuer.
71. Reference Banks	N/A
72. Other provisions	N/A

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**Responsibility:**


**This issuance does not exceed the Programme Amount**

The Issuer accepts full responsibility for the information contained in this Applicable Pricing Supplement (Notes). To the best of the knowledge and belief of the Issuer (who has taken all reasonable care to ensure that such is the case) the information contained in this Applicable Pricing Supplement (Notes) is in accordance with the facts and does not omit anything which would make any statement false or misleading and all reasonable enquiries to ascertain such facts have been made. This Applicable Pricing Supplement (Notes) contains all information required by law and the relevant listings requirements of the JSE.

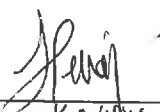
Application is hereby made to list this issue of Notes on 19 January 2018.

**SIGNED** at Sandton on this 18<sup>th</sup> day of January 2018.

For and on behalf of  
**INVESTEC BANK LIMITED**



Name: Annerie Botha  
Capacity: Authorized signatory  
Who warrants his/her authority hereto



Name: KAVISHA PILLAY  
Capacity: AUTHORIZED SIGNATORY  
Who warrants his/her authority hereto

ANNEXURE 1

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INTS3 Float 05/20/20	Company Tree Rating	Alert	Page 2/2 Credit Rating Profile
Investec Bank Ltd			
Fitch		GCR	
1) Outlook	STABLE	13) LT Local Crncy Outlook	STABLE
2) LT FC Issuer Default	BBB-	14) ST Local Crncy Outlook	STABLE
3) LT LC Issuer Default	BBB-	15) LC Curr Issuer Rating	AA-
4) Senior Unsecured Debt	BBB-	16) ST Local Issuer Rating	A1+
5) Short Term	F3	Capital Intelligence	
6) ST Issuer Default Rating	F3	17) Finl Strength Outlook	STABLE
7) Individual Rating	WD	18) Foreign Currency Outlook	STABLE
8) Support Rating	3	19) Financial Strength	BBB
9) Viability	bbb-	20) Support Rating	3
Fitch National		21) Foreign Long Term	BBB
10) Natl Long Term	AA- (zaf)	22) Foreign Short Term	A3
11) Natl Subordinated	A+ (zaf)	Thomson BankWatch	
12) Natl Short Term	F1+ (zaf)	23) Long Term	WR
		24) Short Term	WR
<small>Australia 61 2 9777 8600 Brazil 5511 2595 9000 Europe 44 20 7330 7500 Germany 49 69 9204 1210 Hong Kong 852 2977 6000            Japan 81 3 3201 8900 Singapore 65 6212 1000 U.S. 1 212 310 2000 Copyright 2016 Bloomberg Finance L.P.            SN 269546 0925-644-2 04-Aug-16 5:25:11 EDT GMT+00</small>			

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Investec Bank Ltd

Moody's		16) Standard & Poor's	SP <b>I</b>
1) Outlook	NEG	17) Outlook	NEG
2) Long Term Rating	Baa2	18) LT Foreign Issuer Credit	BBB-
3) Foreign LT Bank Deposits	Baa2	19) LT Local Issuer Credit	BBB-
4) Local LT Bank Deposits	Baa2	20) ST Foreign Issuer Credit	A-3
5) Senior Unsecured Debt	Baa2	21) ST Local Issuer Credit	A-3
6) Subordinated Debt	(P)Baa3		
7) Bank Financial Strength	WR	S&P National	
8) LT Counterparty Risk Assessment	Baa1(cr)	22) Natl LT Issuer Credit	zaAA-
9) ST Counterparty Risk Assessment	P-2(cr)	23) Natl ST Issuer Credit	zaA-1
10) ST Bank Deposits (Foreign)	P-2		
11) ST Bank Deposits (Domestic)	P-2		
12) Baseline Credit Assessment	baa2		
13) Adj Baseline Credit Assessment	baa2		
Moody's National			
14) NSR LT Bank Deposit	Aa1.za		
15) NSR Short Term	P-1.za		

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