### APPLICABLE PRICING SUPPLEMENT

#### **Investec Bank Limited**

(Incorporated with limited liability under Registration Number 1969/004763/06 in South Africa) Issue of ZAR 506,000,000 (five hundred and six million Rand) Senior Unsecured Notes

### Under the stock code IBL46

### Under its ZAR40,000,000,000 Domestic Medium Term Note 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 12 February 2003 (the "Programme Memorandum"). This Applicable 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 Applicable Pricing Supplement and the Programme Memorandum, the provisions of this Applicable Pricing Supplement shall prevail.

### **DESCRIPTION OF THE NOTES**

1.	Issuer	Investec Bank Limited
2.	Senior Notes or Subordinated Notes	Senior Unsecured
3.	Tranche Number	1
	Series Number	1
4.	Aggregate Principal Amount of Tranche	ZAR 506,000,000 (five hundred and six
		million Rand)
5.	Interest/Payment Basis	Fixed Rate
6.	Form of Notes	Registered Notes
7.	Automatic/ Conversion from one Interest	N/A
	Basis to another	
8.	Issue Date	15 November 2012
9.	Business Centre	Johannesburg
10.	Additional Business Centre	N/A
11.	Principal Amount per Note	ZAR1,000,000
12.	Specified Denomination	ZAR1,000,000
13.	Issue Price	97.64605%
14.	Interest Commencement Date	15 July 2012

15.	Maturity Date	15 January 2020
16.	Specified Currency	ZAR
17.	Applicable Business Day Convention	Following Business Day
18.	Calculation Agent	Issuer
19.	Paying Agent	Issuer
20.	Specified office of the Paying Agent	100 Grayston Drive, Sandown, Sandton
21.	Transfer Agent	Issuer
22.	Final Redemption Amount	100% of Principal Amount

# **PARTLY PAID NOTES**

23.	Amount of each payment comprising the	N/A
	Issue Price	
24.	Date upon which each payment is to be	N/A
	made by Noteholder	
25.	Consequences (if any) of failure to make any	N/A
	such payment by Noteholder	
26.	Interest Rate to accrue on the first and	N/A
	subsequent instalments after the due date for	
	payment of such instalments	
1	1	

### **INSTALMENT NOTES**

2	27.	Instalment Dates						N/A
2	28.	Instalment	Am	ounts	(expressed	as	а	N/A
		percentage	of	the	aggregate	Princi	pal	
		Amount of the	ne No	otes)				

# **FIXED RATE NOTES**

29.	(a)	Interest Rate(s)	7.25% (s	even poi	nt two five per	cent.)
			nominal	annual	compounded	semi
			annually	(nacs)		

(b)	Interest Payment Date(s)	15 January and 15 July, the first
		Interest Payment Date being on 15
		January 2013.
(c)	Initial Broken Amount	N/A
(d)	Final Broken Amount	N/A
(e)	Any other terms relating to the	Interest Periods will be from and
	particular method of calculating	including the applicable Interest
	interest	Payment Date and ending on but
		excluding the following Interest
		Payment Date, the first Interest Period
		commencing on the Interest
		Commencement Date and ending on
		the day before the next Interest
		Payment Date
		Day Count Fraction is Actual/365
		Interest Determination Dates will be on
		each of the Interest Payment Dates.

# **FLOATING RATE NOTES**

30.	(a) Interest Payment Date(s)	N/A
	(b) Interest Period(s)	N/A
	(c) Definitions of Business Day	(if N/A
	different from that set out in Condition	on
	1)	
	(d) Interest Rate(s)	N/A
	(e) Minimum Interest Rate	N/A
	(f) Maximum Interest Rate	N/A
	(g) Other terms relating to the method	of N/A
	calculating interest (e.g., Day Count Fraction	n,
	rounding up provision, if different fro	m
	Condition 8.2)	
31.	Manner in which the Interest Rate is to I	be N/A

	determined	
32.	Margin	N/A
33.	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
34.	If Screen Determination	
	(a) Reference Rate (including relevant	N/A
	period by reference to which the Interest Rate	
	is to be calculated)	
	(b) Interest Determination Date(s)	N/A
	(c) Relevant Screen Page and Reference	N/A
	Code	
35.	If Interest Rate to be calculated otherwise	N/A
	than by reference to 33 or 34 above, insert	
	basis for determining Interest	
	Rate/Margin/Fall back provisions	
36.	Calculation Agent (if not the Issuer)	N/A

### **MIXED RATE NOTES**

37.	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
	The interest rate and other pertinent details	
	are set out under the headings relating to the	
	applicable forms of Notes	

# **ZERO COUPON NOTES**

38.	(a)	Implied Yield	N/A
	(b)	Reference Price	N/A
	(c)	Any other formula or basis for	N/A
	deteri	mining amount(s) payable	

# **INDEXED NOTES**

39.	(a)	Type of Indexed Notes	N/A
	(b)	Index/Formula by reference to which	N/A
		Interest Rate/Interest Amount (delete	
		as applicable) is to be determined	
	(c)	Manner in which the Interest	N/A
		Rate/Interest Amount (delete as	
		applicable) is to be determined	
	(d)	Interest Period(s)	N/A
	(e)	Interest Payment Date(s)	N/A
	(f)	Calculation Agent (if not the Issuer)	N/A
	(g)	Provisions where calculation by	N/A
		reference to Index and/or Formula is	
		impossible or impracticable	

# **EXCHANGEABLE NOTES**

40.	Mandatory Exchange applicable?	N/A
41.	Noteholders' Exchange Right applicable?	N/A
42.	Exchange Securities	N/A
43.	Manner of determining Exchange Price	N/A
44.	Exchange Period	N/A
45.	Other	N/A

# **OTHER NOTES**

46.	If the Notes are not Partly Paid Notes, N/A
	Instalment Notes, Fixed Rate Notes, Floating
	Rate Notes, Mixed Rate Notes, Zero Coupon
	Notes or Indexed Notes, or if the Notes are a
	combination of any of the aforegoing, set out
	the relevant description and any additional
	Terms and Conditions relating to such Notes

### PROVISIONS REGARDING REDEMPTION/ MATURITY

47.	Prior o	consent of Registrar of Banks required	No
	for an	y redemption prior to the Maturity Date	
48.	Issuer	's Optional Redemption: if yes:	No
	(a)	Optional Redemption Date(s)	N/A
	(b)	Optional Redemption Amount(s) and	N/A
		method, if any, of calculation of such	
		amount(s)	
	(c)	Minimum Period of Notice (if different	N/A
		to Condition 11.3)	
	(d)	If redeemable in part:	
		Minimum Redemption Amount(s)	N/A
		Higher Redemption Amount(s)	N/A
	(e)	Other terms applicable on	N/A
		Redemption	
49.	Reder	mption at the option of the Noteholders:	No
	if yes:		
	(a)	Optional Redemption Date(s)	N/A
	(b)	Optional Redemption Amount(s) and	N/A
		method, if any, of calculation of such	
		amount(s)	
	(c)	Minimum period of notice (if different	N/A

		to Condition 11.4)	
	(d)	If redeemable in part:	
		Minimum Redemption Amount(s)	N/A
		Higher Redemption Amount(s)	N/A
	(e)	Other terms applicable on	N/A
		Redemption	
	(f)	Attach pro forma put notice(s)	
50.	Early	Redemption Amount(s) payable on	Yes
	redem	ption for taxation reasons or on Event	
	of Def	ault (if required): If no insert:	
	(a)	amount payable; or	N/A
	(b)	method of calculation of amount	N/A
	payab	le.	

# **GENERAL**

51.	Qualification of Notes as Secondary Capital	No
	under the Banks Act, 1990	
52.	Qualification of Notes as Tertiary Capital	No
	under the Banks Act, 1990	
53.	Condition 6.4 to apply (deferral of interest	No
	and principal payments)?	
54.	Additional selling restrictions	N/A
55.	(a) International Securities Numbering	ZAG[ ]
	(ISIN)	
	(b) Stock Code	IBL46
56.	Financial Exchange	The Interest Rate Market of the
		Johannesburg Stock Exchange
57.	If syndicated, names of managers	N/A
58.	Receipts attached? If yes, number of	No
	Receipts attached	N/A
59.	Coupons attached? If yes, number of	No
	Coupons attached	N/A

60.	Talons attached? If yes, number of Talons	No
	attached	N/A
61.	Credit Rating assigned to Notes as at Issue	N/A
	Date (if any)	
62.	Stripping of Receipts and/or Coupons	N/A
	prohibited as provided in Condition 16.4?	
63.	Governing law (if the laws of South Africa are	N/A
	N/A)	
64.	Other Banking Jurisdiction	N/A
65.	Surrendering of Notes	N/A
66.	Last Day to Register	(1) 4 January and 4 July, which
		shall mean that the Register will
		be closed from 5 January and 5
		July to the next applicable
		Interest Payment Day;
		Should an early redemption occur in
		terms of Conditions 11.2 or 14, then 11
		days prior to the actual redemption
		date, which means that the Register
		shall be closed on the date that is 10
		days prior to the actual redemption
		date.
67.	Other Provisions: For purposes of the IBL46	
	the following clause shall be added as an	
	additional Event of Default for purposes of	
	Condition 14.1:	
	Cross Default of the Issuer	(i) any Financial Indebtedness of the
		Issuer is not paid when due or
		within any originally applicable
		grace period;
		(ii) any such Financial Indebtedness
		becomes (or becomes capable of
		being declared) due and payable

- prior to its stated maturity otherwise than at the option of the Issuer or (provided that no event of default, howsoever described, has occurred) any person entitled to such Financial Indebtedness; or
- (iii) the Issuer fails to pay when due any amount payable by it under any guarantee of any Financial Indebtedness;

provided that the amount of Financial Indebtedness referred to in sub paragraph (i) and/or sub paragraph (ii) above and/or the amount payable under anv referred to in guarantee subaragraph (iii) above individually or in the aggregate exceeds 2.5% of the Issuer's Consolidated Tangible Net Worth (or equivalent in any other currency or currencies).

For purposes of the above clause the following definitions will apply:

- (a) "Financial Indebtedness" means any indebtedness of any person for money borrowed or raised including (without limitation) any indebtedness for or in respect of:
  - (i) amounts raised by acceptance under any acceptance credit facility;
  - (ii) amounts raised under any note

purchase facility;

- (iii) the amount of any liability in respect of leases or hire purchase contracts which would, in accordance with applicable law and generally accepted accounting principles, be treated as finance or capital leases;
- (iv) the amount of any liability in respect of any purchase price for assets or services the payment of which is deterred for a period in excess of 90 days; and
- (v) amounts raised under any other transaction (including, without limitation, any forward sale or purchase agreement) having the commercial effect of a borrowing.
- (b) "Capital Stock" means any shares, interests, right to purchase, warrants, options, participations or other equivalent of or interests (however designated) in equity of the Issuer, including any Preferred Stock, but excluding any debt securities convertible to such equity;
- (c) "Consolidated Tangible Net
  Worth" means the amount
  (including any share premium) for
  the time being paid up or credited
  as paid up on the issued Capital

Stock of the Issuer:

credit, or, as the case may be, minus the amount standing to the debit of the capital and revenue reserves of the Issuer and its subsidiaries but excluding amounts attributable to goodwill and other intangible assets; and plus any amount standing to the credit, or, as the case may be, minus any amount standing to the debit of the consolidated profit and loss account of the Issuer and its subsidiaries excluding the effect of any write-off or amortisation in relation to intangible assets or goodwill on the consolidated profit and loss account,

plus the amount standing to the

and in each case as shown in, or otherwise calculated by reference to the latest Statutory Consolidated Accounts:

- (d) "Preferred Stock" means Capital Stock of any class or classes (however designated) which is preferred as to the payment of dividends or distributions, or as to the distribution of assets upon any voluntary liquidation or dissolution of the Issuer, over shares of Capital Stock of any other class of the Issuer; and
- (e) "Statutory Consolidated

		Accounts" means the annual
		audited consolidated accounts
		published by the Issuer from time
		to time and prepared in
		accordance with International
		Financial Reporting Standards.
68.	Authorised Amount under the Programme	ZAR 40,000,000,000 (forty billion
	Memorandum	Rand)
69.	Value of Total Notes in Issue under	ZAR 25,346,037,000 (twenty five billion
	Programme	three hundred and forty six million thirty
		seven thousand Rand)
70.	Credit Rating	See Annexure 1 attached
71.	Capital Process Followed	Auction

The Issuer certifies that to the best of its knowledge and belief there are no facts that have been omitted which would make any statement false or misleading and that all reasonable enquiries to ascertain such facts have been made as well as that the Programme Memorandum and Pricing Supplement contains all information required by law and the JSE Listings Requirements. The Issuer accepts full responsibility for the accuracy of the information contained in the Programme Memorandum, Pricing Supplements and the annual financial report, the amendments to the annual financial report or any supplements from time to time, except as otherwise stated therein.

Application is hereby made to list this issue of Notes pursuant to the approval of the ZAR40,000,000,000 Domestic Medium Term Note Programme of Investec Bank Limited as from 15 November 2012.

#### **INVESTEC BANK LIMITED**

Issuer		
Authorised Signatory	Authorised Signatory	
Date:	Date:	

### **ANNEXURE 1**

91) Company Tree Ratings	92) Alert	g Profile Page 1/2	Credit Profile
Investec Bank Ltd			
MOODY'S		CTTCH	
1) Outlook	NEG	FITCH 12) <mark>Outlook</mark>	NEG
2) Long Term Rating	Baa1	13) LT Issuer Default Rating	BBB
3) Foreign LT Bank Deposits	Baa1	14) Senior Unsecured Debt	BBB
4) Local LT Bank Deposits		15) Short Term	F3
5) Senior Unsecured Debt	Baa1	16) ST Issuer Default Rating	F3
6) Subordinated Debt	(P)Baa2	17) Individual Rating	WD
7) Bank Financial Strength	C-	18) Support Rating	2
8) Foreign Currency ST Debt	P-2	19) Viability	bbb
9) Local Currency ST Debt	P-2		
		Fitch National	
Moody's National		20) Natl Long Term	A+(zaf)
10) NSR LT Bank Deposit	Aa3.za	21) Natl Short Term	F1(zaf)
11) NSR Short Term	P-1.za		
		GCR	
		22) LT Local Crncy Outlook	STABLE
		23) ST Local Crncy Outlook	STABLE
		24) LC Curr Issuer Rating	AA-
		25) ST Local Issuer Rating	A1+